

## Reagan and Thatcher hail 'a turning point in history'

# An emotional final farewell

● Mrs Thatcher and President Reagan saluted each other's leadership in an emotional display of affection and respect when they met at the White House

● Mr Reagan stressed Mrs Thatcher's continuing vital role after the change of US Administration when he hands over to Mr George Bush in January

● He said America acknowledged the special role Mrs Thatcher and Britain had played in achieving an "extraordinary change" in international relations

● Mrs Thatcher told Mr Reagan that she believed future generations would "look back to this time and see it as a turning point in world history"

From Philip Webster, Chief Political Correspondent, Washington

Mrs Thatcher and President Reagan yesterday met at the White House for the last time and hailed their periods of office as a turning point in world history.

In an emotional display of affection and respect, the two celebrated the closest post-war partnership between the White House and Downing Street.

They saluted each other's leadership, describing the eight years in which they have worked together at a time when economic decline was reversed and the threat to world peace reduced.

And with Mr George Bush looking on, Mr Reagan emphasized Mrs Thatcher's continuing vital role after he hands over to his Vice-President in January.

Mr Reagan told the Prime Minister that America ac-

knowledgeed the special role which she and the people of Britain had played in achieving an "extraordinary change" in international relations.

He declared: "In the critical hour, Margaret Thatcher and the people of Great Britain stood fast in freedom's defence and upheld all of the noblest of your island nation's traditions. Yours was the part of courage and resolve and vision."

"Surely, future historians will note that a supreme fact of this century was that Britain and the United States shared the same cause of human freedom. When first you were here, we referred to a decade fraught with danger. We can hope today that, in meeting those dangers, we have transformed this decade into a turning point, a turning point for our age and for all time."

President Reagan had laid out on a full ceremonial welcome for Mrs Thatcher at the South Lawn of the White House and last night paid her the final accolade of holding the last state banquet of his presidency in her honour.

On a mild November day, Mrs Thatcher's arrival at the White House was marked by a fanfare of trumpets. After being greeted by Mr and Mrs Reagan, she walked straight over to speak to Mr Bush.

She inspected a guard of honour, the highest possible for a non-royal head of government. Mr Reagan told her that, when they had had their first White House meeting in 1981, economic crisis beset both their countries. Inflation and unemployment were dangerously high, and "the aggressive designs of squalid dictators" were seen everywhere.

Terrorism was growing and, in the face of a massive arms build-up, US defences had fallen into disrepair and decline. There was talk of unilateral cutbacks and nuclear freezes, and the great alliance

built with difficulty and daring since the war was in grave danger. All those problems spoke to an even deeper crisis, he said, of faith and will.

He continued: "Well now it's changed. Now the excitement and vigour and energy in the world is with the cause of freedom. As the United States and Great Britain and other free nations have prospered, we have seen an almost Newtonian revolution in the science of economics. Change, extraordinary change, has come upon the world."

Mr Reagan told Mrs Thatcher it was profoundly reassuring to all who cared about freedom "that you will continue to share with America your vision and your steady hand. And this is especially critical to us at this moment of transition in our government."

Mrs Thatcher responded by referring to the eight historic years of Mr Reagan's presidency, "one of the greatest in America's history". She said it was an opportunity to affirm anew the deep friendships between the British and American peoples and to salute all that they had achieved.

When they had first met at the White House, he had forecast that the decade would be less dangerous if the West maintained the strength required for peace and if Britain and America stood side by side. Both promises had been honoured handsomely.

"Together our nations have faced the challenges of our time and have not flinched. We have forged ahead with strengthening the peace, spreading prosperity and safeguarding liberty."

She said that Mr Reagan had restored faith in the American dream and, as a result, respect for America stood high in the world. Britain had been proud to be America's partner in that great adventure, she said.

Obviously moved by the exchanges, Mrs Thatcher and Mr Reagan went into the Oval Office. She told journalists: "We have the same political dreams, the same ways of achieving them."

Mrs Thatcher later talked at a State Department lunch with Mr George Shultz, the Secretary of State. She spoke of the times that the two countries had stood together in moments of crisis, referring to the Falklands War, Beirut, and the Libyan bombing.

Nato's defences were now stronger and its political resolve clearer than ever. The steadfastness of the West had resulted in the first arms control agreement to reduce nuclear weapons. Soviet withdrawal from Afghanistan, the prospect of a Cuban pull-out from Angola and a Vietnamese withdrawal from Cambodia, and big changes in the way that the Soviet Union treated its own people. "I believe that future generations will look back to this time and see it as a turning point in world history," Mrs Thatcher said.

Today, the Prime Minister will open up a new era in Anglo-US relations when she meets Mr Bush. They know each other well. But both British and US officials accept, particularly after yesterday's extraordinary events, that they could never achieve the same level of personal warmth in their relations as Mrs Thatcher and Mr Reagan, or that the President-elect would want to. Their talks today will concentrate on East-West relations, the Middle East and the economy.



Show of solidarity: Mrs Thatcher and President Reagan together witnessing the welcoming ceremonies for the Prime Minister on the South Lawn of the White House yesterday.

## Close race in Pakistan election

From Anatol Lieven, Lahore

Five hours after voting in the Pakistan general election closed at 5 pm yesterday, initial results from individual polling stations suggested a close race between the main contesting parties, the Pakistan People's Party and the Islamic Democratic Alliance, of which the Muslim League caretaker government is a part.

The election is generally agreed to have been the most peaceful among the few the country has known, with no serious clashes reported so far.

Rao Abdul Rashid, the People's Party campaign organizer, said that no serious or overt vote-rigging seemed to have taken place.

Miss Benazir Bhutto, the People's Party leader, and her main rival, Mr Nawaz Sharif (Muslim League), the Chief Minister of the Punjab, both appear to have large majorities in their Lahore constituencies.

### INSIDE

## College settles

Ruskin College, Oxford, has paid £60,000, with £100,000 costs, to Mr David Selbourne, the lecturer forced to resign two years ago after being boycotted for writing an article in *The Times*. Page 24

## Nurses row

The Government announced that appeals over regrading will not be heard from nurses taking industrial action and the general secretary of the RCN, Mr Trevor Clay, said he was no longer willing to negotiate alongside Cofse and Nupe. Page 24

## Archer elected

Mrs Mary Archer, wife of the novelist Jeffrey Archer, has been elected as an external member of the Council of Lloyd's of London. Page 27

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## Consumers to pay more for clean water, says minister

By Robin Oakley, Political Editor

The Government yesterday gave a warning that new measures to give Britain safer water, cleaner rivers and unpolluted beaches will lead to higher water charges.

Next year's rise will be limited to single figures. The implications of the clean-up campaign which will accompany privatization of the water supply companies are that there will be bigger rises in future.

Details of the Government's plans were spelt out yesterday by Mr Michael Howard, Minister for Water and Planning, who will pilot the privatization Bill through the Commons.

Speaking to an Institute of Water and Environmental Management seminar in York, Mr Howard said: "The environmental improvements which the public are demanding will cost money."

He emphasized: "The costs

of these works to improve the standard of water authorities' discharges will, at the end of the day, mean higher charges for the consumer." However, he added: "This will not be a consequence of privatization. It will be a consequence of our national desire for higher environmental standards."

Mr Howard argued that the costs of meeting the new standards would be met more cheaply by a privatized industry than if it remained in the public sector.

After saying that extra borrowing allowed to water authorities in the coming year would soften the "immediate impact" on water charges of the higher capital investment required to meet environmental objectives, Mr Howard said that the Government expected the average increase in charges this year to be in single figures.

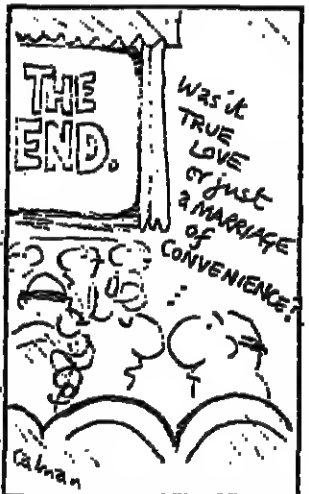
He said: "We cannot and

should not cushion the consumer now to such an extent that future trends in charges are substantially prejudiced" — a clear indication of higher increases to come.

Water charges cost the average household £2 a week now, compared with £4 a week for gas and nearly £5 a week for electricity. The new level of charges would still be "a price worth paying," he said.

Mr Howard promised a "tough but flexible" set of controls on substances ranging from pesticides to heavy metals which were toxic and persistent.

Emissions of such substances would be governed by strict environmental quality standards and by a requirement for firms to use best available technologies not entailing excessive costs (BATNEEC). Those would be policed by Her Majesty's Inspectorate of Pollution.



## GEC joins German giant in £1.7b bid to acquire Plessey

By Derek Harris, Sheila Gam and Colin Narbrough

Britain's General Electric Company (GEC) and West Germany's Siemens, the biggest electrical and electronics manufacturers in each country, have joined forces to make a £1.7 billion cash offer for Plessey.

Plessey, a British rival whose chairman is Sir John Clark, immediately "emphatically" rejected the offer, setting the scene for what could be one of the fiercest takeover battles so far in the City.

GEC, headed by Lord Weinstock, failed in a similar move in 1986 when its bid to buy Plessey was turned down by the Monopolies and Mergers Commission.

However, the new bid also signals a series of what are effectively swap deals between GEC and Siemens aimed at maximizing European capability in meeting the fiercest of world competition in telecommunications and electronics, including the crucial sector of defence electronics in which GEC, Plessey and Siemens all have a substantial presence.

Early indications in Whitehall are that the Government will give its blessing to the deal. One senior minister welcomed it as "the first of the big European mergers."

The Ministry of Defence, whose objections weighed heavily with the monopolies investigation of GEC's earlier

bid for Plessey, is believed to be less enthusiastic than the Department of Trade and Industry.

The swap deals are intended to build on the manufacturing strengths of GEC, Siemens and Plessey. It means research and development capabilities in Britain as well as Europe will be exploited to the full in

meeting competition, especially from Japan and the United States.

There should be no effect on jobs at Plessey, GEC or Siemens, according to Lord Weinstock. "We hope we shall grow more," he said.

The vehicle for the Plessey bid is a new company, GEC Siemens, jointly owned by GEC and Siemens. The move on Plessey has come out of talks between GEC and Siemens to increase the scale of their co-operation as 1992 heralds liberalization of trade which could increase outside competition in the big new single market.

GEC and Siemens have for three years jointly owned Osram-GEC, the lamps and lighting manufacturer.

In a strategy paper GEC and Siemens said: "With the pace of change in Europe accelerating

Continued on page 24, col 4

## Inquest on three IRA men halted

By Jamie Dettmer, Irish Affairs Correspondent

The inquest into the deaths of three unarmed IRA men shot six years ago by a police undercover unit has been adjourned after a High Court judge's decision to allow an application for a judicial review of the hearing's proceedings.

In spite of Mr Justice Carswell's refusal to order a halt to the inquest, Mr James Elliott, the coroner, adjourned the hearing at Craigavon, Co Armagh, until tomorrow when the High Court is likely to have completed its decision on the application.

Continued on page 24, col 1

## ON SATURDAY IN COLOUR

### Pilgrim's progress



● In the 6th and 7th centuries, many Irish monks left their homeland to evangelize Europe. Frank Delaney put himself in their sandals to make a pilgrimage to Europe's sacred sites. His impressions appear in *The Times* on Saturday

● Long day's journey into work: are city salaries and country living worth the effort?

● It's academic: how parents are finding the cash to keep beleaguered private schools afloat

● Fighting fit: the Finnish rally driver Ari Vatanen is back behind the wheel for the RAC

● Travel: the Virgin Islands, American dream in the Caribbean

### Plus . .

● Drink: Jane MacQuitty assesses the new Beaujolais; Eating Out: Jonathan Meades on the Roux legend; Cook: Frances Bissell on bread; Books: POWs of the Reich; Classical music: Mahler

£8,000

### Portfolio PLUS Accumulator

● Two readers shared yesterday's £4,000 daily prize. They were Mrs Ruth Green, of Putney, in south-west London, and Miss Mary Ellis, of Oxford. The Portfolio Accumulator stands at £12,000. Prices: page 33

## Beaujolais Nouveau (weather permitting) today at Peter Dominic

ANNUAL REPORTS YOU CAN'T IGNORE  
Piat—sound and well made Nouveau with big fat flowery style and rich balanced fruit.  
The Times November 1985  
Piat—gutsy acidic and acceptable.  
The Times November 1986  
Piat—ripe fresh plummy... shrieks Gamay, good flavour and well structured, with a stylish finish.  
The Times November 1987



## Outcry over plan to auction cathedral treasure

By Craig Seton



A detail from the Mappa Mundi, which Sotheby's is to auction

Britain's heritage bodies claimed last night that they were never properly consulted over the plan to let Sotheby's auction one of the nation's greatest treasures. Hereford Cathedral's thirteenth-century map of the world, the Mappa Mundi.

They were angry at Sotheby's statement that the forthcoming auction, which could mean the £2.5 million manuscript being lost to the nation, cannot be avoided.

Lord Gowrie, chairman of Sotheby's and a former Minister for the Arts, told a press conference in Hereford yesterday that he had been trying for more than a year to negotiate a private sale to the nation of all the cathedral's treasures, includ-

ing the Mappa Mundi. "I am sorry that national institutions have not felt able to buy this great map."

He said he had negotiated with the British Library and had talked to the Government, but when the possibility of a private treaty sale broke down it was clear there would have to be an auction.

After the press conference there were strong contradictions from the National Heritage Memorial Fund, the British Library and the National Art-Collections Fund.

Mrs Georgina Naylor, deputy director of the National Heritage Memorial Fund, a government-financed body, said: "We can't stop them, but we are outraged that one of the most important documents in the world is

about to be put into an auction room". She said Lord Charteris, fund chairman, knew the cathedral was having financial problems.

Representatives had been to Hereford in February, to discuss with the Dean and Chapter the future of the entire medieval "Chained Library" (so called because of the device used to prevent removal of the books).

"But there was never any specific mention of the Mappa Mundi", Mrs Naylor added. "For us to consider buying any work, it must be formally offered for sale, and this was not."

The British Library said: "We have had no direct approach from Hereford Cathedral. Obviously if one was made we would consider an item of such

Continued on page 24, col 3



## NEWS ROUNDUP

## 'Loyalist' arms cache uncovered

Police in Northern Ireland were last night questioning 10 people after the discovery of a massive "loyalist" arms cache.

The haul, found in a joint police-Army operation in Markethill, Co Armagh, included parts of a missile aiming device, a rocket launcher, warheads, rifles and more than 12,000 rounds of ammunition. Police also found maps and red berets with badges of the Ulster Resistance organization, a rural-based "loyalist" paramilitary group.

Mr Tom King, Secretary of State for Northern Ireland, said yesterday that the arms could have been stockpiled for attacks south of the border. Security forces are believed to be searching other "loyalist" areas in Co Armagh.

## Bradford school strike

Teachers in Bradford voted yesterday to strike over plans by the council's new Conservative administration to cut £3.8 million from its education budget. A ballot of members of the National Union of Teachers in the city produced a vote of 1,188 to 235 in favour of a half-day strike over the cuts which are part of a £5.8 million package of savings. A delegation from the union, led by Mrs June Fisher, its national vice-president, is due to meet council officials today but a union spokesman in London said last night: "We are not optimistic. Strikes in Bradford are likely."

## Police chiefs protest

Britain's chief constables are calling for an urgent review of the machinery for deciding police pay after the Government blocked an agreement giving top officers between 11 and 14.7 per cent, imposing an 8.5 per cent settlement. An emergency meeting of negotiators issued a statement saying that "in view of the adverse effect upon future police pay negotiations" of the veto, the chief constables would approach the police negotiating board's independent chairman to seek an urgent review of the pay machinery with other police bodies, local authorities and the Home Office.

## Independence boost

Mr Campbell Christie, general secretary of the Scottish TUC, last night appeared to back the option of full independence for Scotland during a speech in Perth to the STUC Women's Conference. In what will be embarrassing to the Labour Party, Mr Christie gave backing to the Scottish National Party's call for full independence within Europe, one of the nationalists' main planks in the Govan by-election. He said: "When we have won the assembly we can go on to examine the option of independence."

## England defeat Israel

The English team at the Salonika Chess Olympics in Greece bounced back with a good win against Israel on Wednesday. England, seeded second, scored 3 points out of a possible 4. Nigel Short and Jon Speelman both won, while John Nunn and Murray Chandler drew their games. After three rounds, Romania leads with 11 points out of 12. England has 9½. Scotland, with a surprising 9 points, scored yet another victory yesterday, beating a strong Polish team by 3 points to 1. Meanwhile, in round three, the English women's team beat Czechoslovakia by 2 to 1.

## Prince sets companies three targets to revive inner cities

## Royal challenge to big business

By Peter Davenport and Alan Hamilton

The Prince of Wales, an increasingly outspoken crusader on behalf of the deprived, yesterday challenged big business to become more involved in the regeneration of Britain's most depressed towns and inner cities.

Addressing the annual meeting in Sheffield of Business in the Community (BiC), of which he is president, the Prince set three new targets for companies: increasing job opportunities for the long-term unemployed, encouraging large firms to buy more products from small new-start businesses, and persuading hundreds more concerns to devote more of their pre-tax profits to community projects.

But at the last moment the Prince restrained himself from some of the sharper comments he had planned to make, leaving out passages in a speech which had already been circulated in advance to journalists.

Aware of the publicity surrounding a recently published unauthorized biography which has been dismissed as "little-tattle", the Prince had planned to say: "Perhaps because it contributes to the sale of newspapers, there has been a certain amount of speculation recently about whether being Prince of Wales is an inherently frustrating position to find oneself in."

"Alas, I haven't been able to compare notes with anyone else who has held this position, but I have to say that I do not find it so."

Presumably deciding that there was no profit in further fuelling the discussion, the Prince confined himself to saying that he found his work with Business in the Community, and with the Prince's Youth Business Trust "enormously rewarding".

Mindful of bad publicity in the past when he made heart-felt but private remarks about the plight of the homeless, he also excised a passage in which he intended to say: "I have a vision of inner-city street cor-



The Prince of Wales talking to Miss Claire Hollinworth ("Miss Water Park") during his visit to the award-winning Hemsforth Water Park project in West Yorkshire yesterday.

ners with fewer depressed faces hanging around with nothing to do. I have a hope of you, as employers, closing the gap between unequal employment rates of black and white citizens."

Not long ago, the Prince appeared to be treading dangerously political ground with his inner-city crusade, but now that Mrs Margaret Thatcher has pushed the subject much further up the Government's agenda it is

unlikely that the Prince trimmed his remarks for any reasons of political pressure.

What the Prince did say was that over the next five years he wanted large firms to increase their purchasing from smaller companies by £500 million. He had visited numerous small businesses set up by people of all ages in all sectors of the economy, with excellent examples of good craftsmanship and innovation, but the one thing many of them lack-

ed was good orders from existing leading companies.

He also asked Britain's 100 largest employers to focus their recruitment and training on the long-term unemployed.

Lastly, he wanted to see an increase over the next two years in the numbers of companies pledging to spend up to 1 per cent of pre-tax profits on community schemes. At present, about 200 companies do so under BiC's own scheme.

As part of that financial involvement, the Prince said he wanted to see the sponsorship by business of local enterprise agencies increase from £35 million to £60 million. The number of such agencies had grown from three in 1982, when BiC was founded, to nearly 300, backed by some 5,000 companies.

The Prince of Wales sought inner warmth by ordering a malt whisky yesterday in the Wilsford bar at Hemsforth Water Park, West Yorkshire. He toured the award-winning project which he had asked to see as patron of The Times/Royal Institute of British Architects Community Enterprise Scheme.

The project, initiated by the local council, received a commendation in 1986.

A children's orchestra and choir gave their first performance of a water park march composed for the occasion by Mr and Mrs Roy Biggin and their son, John. The Prince met dance troupes, gymnasts and paraplegic athletes who took part in the Paralympic Games in Seoul.

Hemsforth is in an area of high unemployment which has been hit by many pit closures in recent years. Recreational facilities are few, apart from working men's clubs and dog tracks.

The project was started five years ago, when the site was bought, and subsequently two lakes, a nature reserve, play areas and a clubhouse were created. Much of the work, including the planting of 30,000 trees, was carried out by Manpower Services Commission labour.

Sailing, windsurfing and scuba diving are among the many activities of the park which also has a "beach" created from imported sand. As an inland seaside, it often attracts more than 5,000 visitors at a time.

The Prince also announced yesterday a new BiC project to help rural regeneration. It will be headed by the Duke of Westminster.

## 400 Civil Servants switch to EETPU

By Roland Ridd  
Employment Affairs  
Reporter

The electricians' union has poached its first significant group of TUC-affiliated members in a move that could lead to a fresh outbreak of inter-union hostilities.

More than 400 members of the Metropolitan Police clerical staff have left the National Union of Civil and Public Servants to join the Electrical, Electronic, Telecommunications and Plumbing Union, which was expelled from the TUC this year.

The move gives the electricians a foothold in a sector where up to 16,000 people work. A further 500 union members represented on the Joint Industrial Council and more than 12,000 on the clerical Departmental Whitley Council could become targets for poaching.

The electricians are confident that more Civil Servants will join them after the initial defection was disclosed yesterday.

The National Union of Civil and Public Servants says it is the only union in the Metropolitan Police to be recognized in the grades concerned.

The breakaway was led by Mr Alan Cooke, a former member of the union's executive who is fiercely hostile to the NUCPS and is critical of the services it offered.

Mr Arthur Newell, chairman of the Metropolitan Police Section of the Civil and Public Services Association, said: "We have a good relationship with the EETPU which has realized that we must live in the real world."

"I am not surprised that people want to join the electricians; its moderate policies and no-strike clause are very appealing."

The electricians' union is in merger negotiations with six staff associations involving a further 12,000 members.

## Labour strategy meeting

## Harder poll tax line resisted

The Labour leadership last night agreed to face head on the threat posed to their traditional heartland in Scotland from a resurgence of nationalism.

However, the outcome of a post-mortem examination into the party's defeat by the Scottish Nationalist party in the Glasgow Govan by-election risks widening divisions among Labour's 49 Scottish MPs who are split over the strategy needed to counter the growing threat from the SNP.

Some had wanted tougher action on the poll tax but that was resisted by the leaders, who also dismissed suggestions that they should change their whole Scottish strategy.

As the party studied the reasons for its defeat in Glasgow, it was also adopting a plan to increase support and seats in the Midlands and southern England.

The Labour leadership, at a two-day meeting in Rottingdean, East Sussex, to discuss strategy for the forthcoming

parliamentary session, decided to combine a renewed assault on the government's handling of the economy with tactics designed to blame it for the deteriorating "quality of life".

Dr John Cunningham, the shadow Minister of State for the Environment, will co-ordinate the policies and campaigns on the quality of life issues.

Mr Kinnock wants to exploit voters' concern about the kind of society being created in Britain, heighten his party's profile on environmental issues, and increase its appeal to women voters.

However, he said all the party's campaigning efforts must be linked to persuading the public that the party could manage the economy competently and protect their personal prosperity.

Mr Kinnock said the party's task was to consolidate and rebuild support.

He added that while the Govan result, where the SNP

overturned a 19,000 majority, had been bad there was no call for complacency or panic.

In spite of demands from some Scottish Labour MPs for a tougher fight against poll tax, the Labour leader and his closest allies refuse to be panicked into attempts to outflank the SNP by adopting extreme tactics.

The Shadow Cabinet conducted an analysis of about half a dozen important factors which had produced the victory for the SNP.

Mr Roy Hattersley, shadow Home Secretary, dismissed suggestions that, faced with an onslaught from the SNP, they should change their overall strategy north of the border.

He said: "What we have said about Scotland is basically right, there needs to be devolution, a devolved government, which Labour has stood for for 10 years."

Today the Shadow Cabinet will discuss detailed polling data on women's issues and overall campaigning tactics.

## Honour for technology magazine

Network, a monthly magazine for information technology users, has been named journal of the year in the UK Technology Press Awards.

The nine awards, sponsored by The Times and Hewlett-Packard, the computer firm, were announced last night at a dinner at Claridge's hosted by Ned Sherrin, the writer and broadcaster.

Network, which won the same award in 1986, was said by the judges to have a clear and straightforward approach to its topic of computer

networking. Other winners included Horizon, from BBC television, which won the radio and television category for a programme called "Super-conductor - the race for the prize". The judges said it took a difficult subject and explained the developments in superconductivity in layman's terms.

The computing news journal award went to Patricia Tehan, chief reporter of Computing, for three stories including one on an attempted £15 million computer fraud at a London-based Japanese fi-

nance house. The winner in the computing features section was Paul Healey, deputy editor of Which Computer, for articles on do-it-yourself consultancy and the threat to companies from computer hackers.

The prize-giving was introduced by Mr Michael Hoy, managing editor of The Times and Mr David Baldwin, chairman of Hewlett-Packard UK.

Prizes, totalling £20,000, included two British Airways holidays to New York, flying by Concorde.

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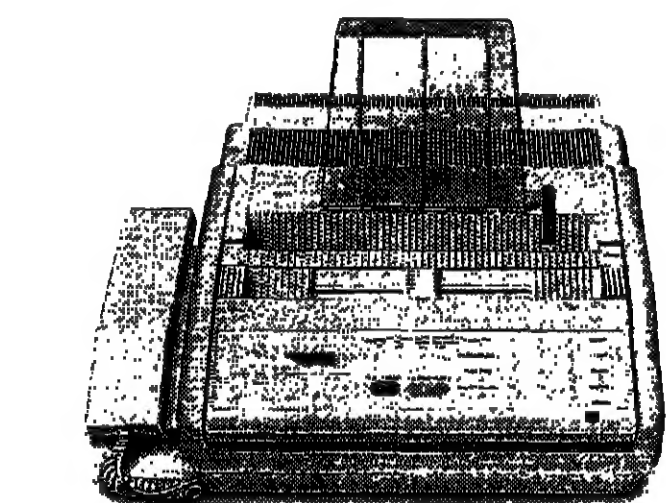
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# Lecturer accused of raping student after bizarre exam ritual

By a Staff Reporter

A university lecturer was accused yesterday of raping a student after convincing her he possessed special powers to help her to pass examinations.

Reginald Wallace, aged 48, put the woman under a bizarre spiritual spell before raping her, Exeter Crown Court was told.

His student, aged 22, had invited him to her room at Exeter University where he promised to carry out his spiritual treatment.

He told police who questioned him that he was with his wife on the afternoon in question. But genetic fingerprinting identified Mr Wallace and there was only a one in 40 million chance another man had been responsible.

Mr Wallace, from Okehampton Road, Exeter, Devon, denied rape and listened as the student described her alleged ordeal.

She said the accountancy lecturer told her at the end of her first term that he had special powers. He read her palm although she declined a request to sit on his knee.

In the third term, the student talked to Mr Wallace about how upset she was over an aunt's death and he suggested a prayer session.

She told the court: "He said it was necessary to invite him to my room to pray for me

because this is where I am doing my studies and it would help me be successful with my exams. I thought it would help me put my mind at rest.

The next week, in May last year, they went to her room in one of the halls of residence, the jury was told.

"He told me he knew a technique that can help you relax. I was curious as to what this was and tried to ask more questions about it.

"He said the treatment is a gift and that only a selected few knew about it. He said it was necessary for me to put on a robe and keep my knickers on and lie on the bed.

"He kept repeating he wouldn't harm me in anyway. He said he wanted me to succeed and that it reflected on him if his pupils did well in studies.

"He said he had been practising for nine years. That reassured me. I felt he was in a responsible position. He knew I was distressed and vulnerable."

The student wept as she told the jury how she took off her clothes and watched Mr Wallace as he rubbed ointment into his hands. She said: "I felt very tense. He closed his eyes and started making some chanting noise. I moved away. I was rigid with fear and didn't know what was going on."

The case continues today.

girl told the court he started to become intimate and predicted she would have three children. He added that she had a gynaecological complaint. That was correct, she said "so I thought he must know what he was talking about."

After raping her, Mr Wallace told her not to worry as the treatment, designed to make her successful, had been completed, she said.

Mr Alan Jenkins, for the prosecution, said that Mr Wallace told detectives he had never been to the girl's room but had gone to town with his wife that day. But forensic scientists matched his blood samples with evidence from the girl's room.

Mr Neil Butterfield, QC, for the defence, told the student: "If you had not been consenting you would never have allowed him to do what he did". She replied: "I didn't consent to sexual intercourse."

Mr Butterfield added: "The truth I suggest is that he took advantage of you when you were going through a bad time with your boyfriend and you want revenge for that."

She replied: "Me and my boyfriend were having troubles at the time. But we were still together."

The case continues today.

# 'Million dollar fossil reptile' unveiled

JAMES MORGAN



Mr Stan Wood with the fossil. "I've been slugging away at this for 20 years, it's a million dollar find", the palaeontologist said about his discovery.

The world's oldest fossil reptile - nicknamed Lizzie by its discoverer - was unveiled yesterday. It is believed to be 340 million years old - 40 million years older than any other reptile.

The 8in creature was found earlier this year by Mr Stan Wood, the fossil-hunter, who described it as his "million dollar find". It goes on show today at the Natural History Museum in London.

During the past six months Lizzie's remains have been studied by Dr Tim Smithson, research associate in zoology at Newcastle University, who confirmed its age.

He said: "By studying the sequence of volcanic rock formations around the fossil it

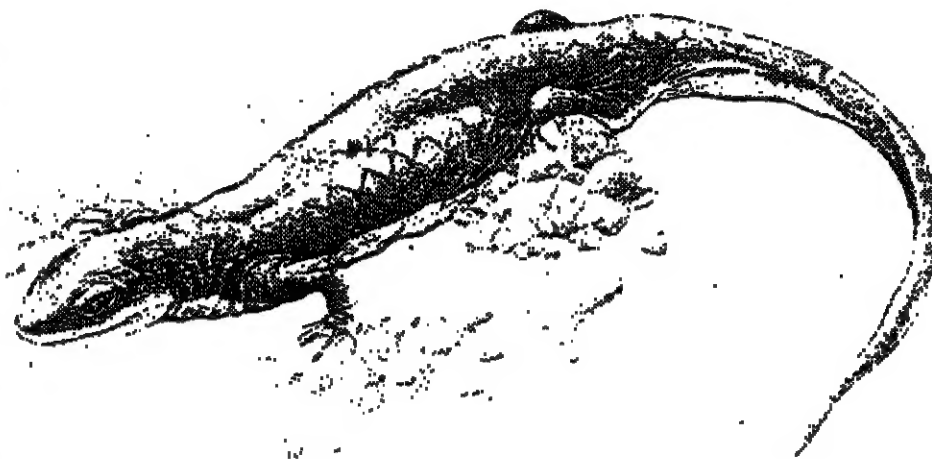
is possible to date it reasonably accurately."

Mr Wood, aged 49, said a reconstruction drawing shows that it probably looked similar to a lizard of today but this similarity was purely superficial.

"Lizzie's backbone, for instance, is different to other known reptiles and we do not yet know the family to which it belongs."

"Indeed this find is likely to put the cat among the pigeons in palaeontological circles because the oldest fossil reptile which existed before was dated around 300 million years ago."

Lizzie will be on show at the museum until mid-January and will then probably be sold to a university or museum.



An artist's impression of Lizzie. Similarities to lizards living today may prove deceptive.

## Inquest on train victim

# Frightened woman criticized

By Patrick O'Hanlon

A woman who remained "glued to her seat" in fear and did not pull a train's emergency cord when she heard terrified screams from the next compartment was criticized by a coroner yesterday.

"The attitude that it is none of my business is much too prevalent these days. When a crime is committed it is everybody's business", Dr Paul Knapman, the Westminster coroner, said.

He was speaking at the inquest on Deborah Linsley, aged 26, a hotel management trainee, who was found stabbed to death in a sealed compartment when the train from Orpington, Kent, arrived at Victoria Station in London.

Police believe that Mlle Helene Joussetin, a French au pair, who was in the adjoining compartment, came within feet of the killer.

"Had this girl acted dif-

ferently, it would have been of enormous assistance to the police", Dr Knapman said.

In a translated statement read to the court, Mlle Joussetin, aged 18, a student at Nantes University, said:

"Two or three minutes after the train left Brixton I heard very, very loud screams. The voice was that of a woman and very high pitched from the compartment behind me. They were screams of fear."

"At first, I thought it was young men teasing a young woman", Mlle Joussetin said. "Then I realized it was more serious. I thought it was a woman being raped. I wanted to use the alarm cord but I remained glued to my seat. I was really afraid."

At Victoria, her attention was caught by a man who appeared to have got out of the compartment behind her and walked quickly to the exit. He

was white, aged about 40, with unkempt red hair.

She did not report the screams to station staff. Only that night, when her landlady told her about the murder, did she contact the police.

Dr Iain West, head of forensic medicine at Guy's Hospital, conducted a preliminary examination. "There were a large number of stab wounds to the body, piercing her right lung and heart."

Lacerations on Miss Linsley's hands showed that "she had made a very fierce and determined effort to defend herself". There were no signs of sexual interference.

Det Supt Alexander Edwards, in charge of the case, said: "We want to trace the red-haired man. He remains the main suspect. It was a motiveless killing."

A verdict of unlawful killing was recorded.

# Treasure from £40m raid 'stuffed into sacks'

The alleged leader of a gang accused of a £40 million raid on a safe deposit centre arrived at his flat afterwards with sacks full of money and valuables and declared: "I have done the most fantastic thing ever", the Central Criminal Court was told yesterday.

Valerio Vicci, who is said to have led the raid on the deposit centre in Knightsbridge, west London, allegedly filled a bath with money during the excitement in the aftermath of the robbery.

The allegations were made by Steven Mann, aged 39, of Brownlow Court, Hamstead, north-west London, who pleaded guilty two months ago to robbery and handling

"on the basis that he did not actually participate, but had played a part in the planning and disposal".

Mann said yesterday that Mr Vicci "was extremely excited and sweating profusely" when he arrived at the flat. He had six or eight huge sacks each stuffed full of stolen treasure.

"Vicci told me one of the bags was completely filled with money. He opened the top of the bag to show me", Mann said. "I was staggered by the amount of the stuff."

The stolen goods were apparently packed into suitcases and taken to a "safe house" in Reddington Road, Hampstead, and then emptied on to the floor and sorted into different

piles. Mann said all the cash was tipped into the bath.

Mr Roy Amlot, for the prosecution, asked: "How much of the bath did it fill up?"

Mann said: "All of it". The court was told that Mann was used as an assistant and errand boy by Mr Vicci, but was not told where the robbery would take place until afterwards. However, it was alleged that Mr Vicci was happy to tell him the details once the raid was over.

Mann said: "He told me the whole story. He said it was easy. There were no problems because the owner of the safe deposit centre had turned off all the alarms and security systems. He

just walked in and, although he had to have strong words with the guards, they were no trouble."

Mr Vicci, of no fixed address, pleads not guilty to the robbery. Four other men, Parvez Latif, of Alverstone Road, Willesden, north-west London, David Poole, aged 48, of Spencer Road, Wandsworth, south London, Israel Pinkas, aged 47, of Finchley Road, Golders Green, north London, and Peter O'Donohue, aged 34, of High Street, St John's Wood, north London, also deny the charge. All except Mr Pinkas plead not guilty to possessing firearms with intent. Mr Pinkas admits handling stolen goods.

The trial continues today.

## PC to pay for faking bolt attack

A young policeman who faked a crossbow attack and let police waste 352 hours investigating the incident was given a suspended prison sentence yesterday.

Tony Geary, aged 20, had been on the beat in south London for only five days when he apparently cheated death. He said one bolt fired by a sniper in a tower block smashed into his radio and another tore his sleeve.

Geary was given a two-month sentence, suspended for two years, and ordered to pay £250 costs and £1,500 compensation to the Metropolitan police after they spent £3,500 investigating the case.

Mr David Fingleton, magistrate at Wells Street court in central London, told him: "This is a tragic and disastrous fall from a very promising beginning". It was "almost a foregone conclusion that he would be sacked".

Geary, of New End Square, Hampstead, north-west London, was found guilty of filing a false report causing police time to be wasted.

Mr Roy Shutz, for the defence, said: "There was some fame or notoriety in the immediate aftermath but Mr Geary did not seek that at all."

"He did not appreciate the snowball effect that it was going to have by way of press and television coverage. He is now the subject of scorn and ridicule and some odium."

## Girl on murder charge

# Friend, 14, tells of stabbing

A girl aged 14 told a murder trial jury yesterday how her friend stabbed another girl in the back.

She said at Northampton Crown Court that the fatal attack on Carol Baldwin, aged 13, happened after the girls had been drinking, sniffing aerosols and smoking herbs with two youths.

She said they went for a walk in a Northampton park to get some fresh air. Her friend, aged 12, had a flick knife and as they walked across Lings Wood Park they saw Carol coming in the opposite direction.

As they got close, her friend asked Carol what her name was and then asked: "What would you call someone who has been sniffing and there was sex going on?"

Carol replied: "A slag". The

witness said her friend "pulled out the knife and I went to get it off her but she pushed me and I fell to the ground. Then I saw Carol running away and the 12-year-old girl running with the knife and she stabbed her in the back."

The accused girl, now aged 13, has pleaded not guilty to the murder and manslaughter of Carol Baldwin on March 26, 1988.

Earlier the witness said she and her friend - who both lived at a children's home - had been shopping in Northampton. They had arranged to be picked up by the school's headmaster later that afternoon but after meeting the two youths, both aged 18, went to the home of one of them.

The witness said her friend had sexual intercourse with one of the youths. She said

after the stabbing: "I didn't know what to do. I just pulled the knife out of her back." They then ran off.

The witness said she kept saying: "Why did you do it? Why did you do it?" But the 12-year-old just kept saying: "Sorry".

Later her friend told her not to tell anyone what had happened and they agreed to make up a story about having been followed by a man with a dog.

Cross-examined by Mrs Barbara Mills, QC, for the accused girl, the witness agreed that she had told a large number of lies to a large number of people about what had happened that night. Mrs Mills asked: "You find it easy to invent, don't you?" The girl replied: "Yes".

The trial continues today.

## Sun's payment over Royal picture

The Queen obtained a High Court injunction yesterday to prevent *The Sun* from using a photograph of Princess Beatrice and accepted £100,000, to be donated to charity, from the newspaper as an out of court settlement.

Her Majesty's displeasure was incurred by the publication on October 13 of a photograph taken by a friend of the Royal Family at Balmoral showing the Princess

with her mother, the Duchess of York, the Queen and the Queen Mother.

It is alleged that a girl aged 17 stole the photograph when it fell from a package while being taken to Buckingham Palace from a printing firm. A spokesman for Scotland Yard said last night that a report would be sent to the Director of Public Prosecutions.

The Queen directed that the £100,000 in settlement of her

action for breach of copyright should be split between four charities of which she is patron: the British Commonwealth Ex-Services League, the Leonard Cheshire Foundation, the National Society for the Prevention of Cruelty to Children and the Save the Children Fund.

The newspaper later issued a statement saying it apologized to the Queen for the breach of copyright.

# Boredom, not sex, bothers TV viewers

By Richard Evans, Media Editor

Television viewers are more concerned about boring programmes than sex, bad language or violence on the screen, according to a new survey of audience likes and dislikes disclosed yesterday.

The conclusion comes after a two-year study by the BBC's broadcasting research department into the 1 per cent of programmes which 5 per cent or more of viewers "strongly disapproved of".

Boring programming was the main reason (15 per cent) given by people for strongly disapproving of something on television, ahead of sex (14 per cent), bad language (13 per cent) and violence (13 per cent).

The survey's statistics were disclosed by Mr Peter Menneer, head of the broadcasting research department, at a

BBC seminar to discuss impartiality. The day-long meeting, attended by leading broadcasters, academics, politicians and critics, is part of an 18-month exercise in updating editorial guidelines applied to all aspects of programming. The guidance will be publicly available for the first time early next year.

Lord Barnet, vice-chairman of the BBC board of governors, told the seminar: "Only as long as the nation as a whole believes the BBC is impartial and has no axe to grind will it be given the support which guarantees its independence and therefore its ability, where necessary, to transmit challenging and uncomfortable programmes."

Middle-class viewers, the BBC survey showed, were the group most concerned about bias and representation. Only 10

per cent of all viewers expressed concern, compared with 30 per cent of middle-class people.

Eighteen per cent of viewers believe BBC television news is sometimes biased or unfair (compared with 21 per cent in 1986) and only 10 per cent have the same criticism of independent television news (compared with 12 per cent in 1986).

A study carried out on perceived bias for Professor Martin Collins, from the City University Business School, showed public trust of television and newspapers has declined during the 1980s.

In 1983, 38 per cent of people believed television told the public honestly about what was going on, compared with 27 per cent in 1988. For newspapers the figures have plunged from 27 per cent five years ago to 7 per cent today.



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They now fire their kilns in twenty-four hours where previously it took almost a week.

And up in Scotland, Balmoral Knitwear are saving about £2,000 a year on energy costs for an initial outlay of only £2,500.

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Yet despite all these efforts the estimated costs of wasted energy in Britain is a staggering £7 billion.

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If you can't find him in the phone book, ring Carole Castle on 01-211 5779 for his number.

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## Girls need broader education 'to face a full working life'

By Douglas Broom, Education Reporter

Girls were told yesterday to prepare themselves for a full working life as they could no longer assume they would work for only a few years before marriage.

Mr John Butcher, Under Secretary of State for Education and Science, said: "It is a sad fact that one in three marriages break up and, as a result, many women find that they have to return unexpectedly to employment."

"Equally many happily married women decide to return to work after raising a family."

"It is more important than ever that girls receive an education that will allow them to stand on their own feet in later life, particularly if they find themselves in the role of bread winner."

Girls therefore needed to acquire the same broad vocationally-oriented education as boys, Mr Butcher told the Girls' Schools' Association conference in Birmingham.

Girls should be equipped to compete for high-status jobs, such as engineering, which were at present male dominated, the minister said.

The shortage of skilled technicians and science graduates provided a chance for girls to redress the balance.

"There are social reasons, as well as sound economic reasons, why girls should aspire to male dominated jobs. In a few years' time, young people of either sex will be much sought after by employers."

"All this is good news for today's schoolgirls who will be tomorrow's highly paid professionals."

The new national curriculum would ensure that girls and boys would have to study mathematics, science and technology throughout their school careers and would prevent girls opting out of "boy's" subjects before they reached their GCSE examinations.

Mr Butcher went on to welcome last week's call by the chairman of the Girls' Schools' Association for research to determine whether girls did best in single-sex or co-educational schools.

Mrs Averil Burgess, headmistress of South Hampstead Girls' High School, north London, called on the Headmasters' Conference, which represents the heads of boys' public schools to agree to a joint research project.

Mr Butcher said yesterday that state single-sex schools should be included in the survey.

Earlier Lady Warnock, the Mistress of Girton College, Cambridge, urged delegates to fight the Government over its decision earlier this year to reject a reform of A Levels.

The Higginson committee called for the present A level system, where three subjects are usually taken, to be replaced with a five-subject system where breadth of understanding replaced specialized knowledge.

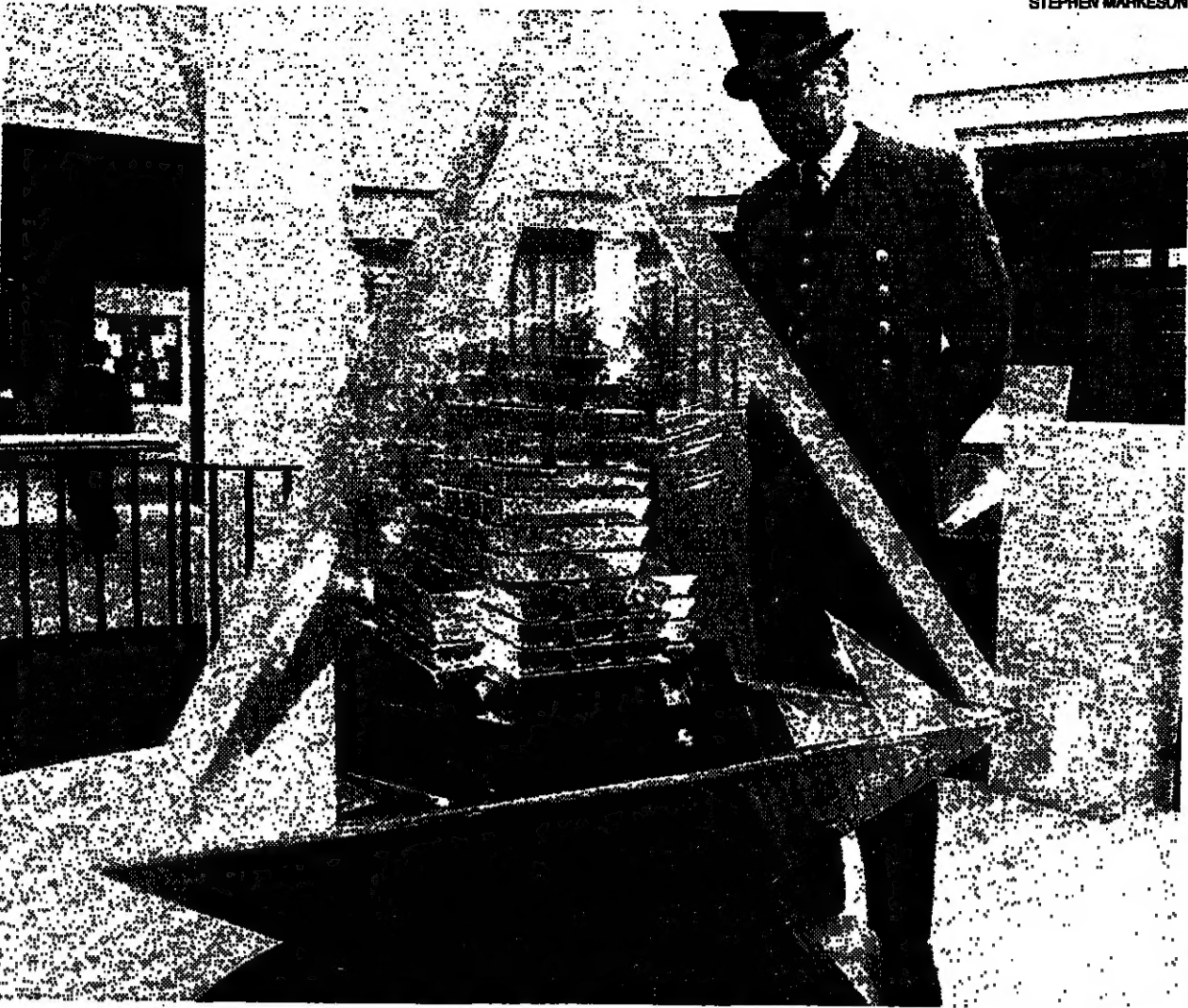
She said schools had spent too long "in the power of the universities" through the A level system.

She went on: "We must move away from our obsession with knowledge and concentrate instead on the ideal of understanding and being able to do, already enshrined in the GCSE."

She said universities should drop their strict requirements for top A level grades from would-be students and introduce short courses in the summer holidays.

## Bank museum's golden display

STEPHEN MARKESON



Mr Raymond Wood, senior gatekeeper, keeping a close watch on a replica gold bullion display at the Bank of England museum, which was officially opened by the Queen yesterday. She and the Duke of Edinburgh signed a £1 million note during their visit.

## Patients 'may suffer with group practice'

By Robin Oakley  
Political Editor

An all-party committee of MPs yesterday called for family practitioner committees to be given stronger powers to curb the excessive growth in the number of GP group practices, which the health departments say may not always be in patients' interests.

The Commons public accounts committee also criticized the condition of many doctors' surgeries, especially in inner-city areas.

Although spending on GPs' premises doubled in real terms between 1980-81 and 1986-87, when it reached £77 million, the MPs said that family practitioner committees found 14 per cent of premises unsatisfactory.

The former Department of Health and Social Security, now split into two separate departments, accepted in giving evidence to the committee that the figure of 14 per cent was too high a proportion.

The MPs said in their report: "We expect early action by the health departments and by family practitioner committees to target expenditure on the poorest premises which are below standard". Management of the Family Practitioner Services (HC 553, Stationery Office, £4.70).

## More able pupils to leapfrog others

By David Tytler, Education Editor

Bright children will leapfrog classmates of the same age while less able pupils will have to stay in their old classes, possibly for another year, until they reach the required standard set in the Government's attainment test, according to plans drawn up by a new education authority.

The scheme to introduce schools of excellence, teaching specialist subjects ranging from technology to the performing arts, and where the most able are the most rewarded, were announced yesterday by Wandsworth council, south-west London, which will take over responsibility for schools in its area when the Inner London Education Authority ceases to exist in April 1990.

Mr Donald Naismith, chief education officer of Wandsworth, said: "Children should be taught by their ability and not by age. The difficulty of children who cannot meet the Government's attainment tests at seven, 11 and 16 will have to be squarely faced."

"But those who have left school illiterate under the old system have also been held back. It must be better to give children a chance to try again."

Mr Naismith made it clear that the mixed ability comprehensive schools would take second place in their planning: "They are not playing a large part in our initial thinking. They have had a good run for their money and the result of that is what Wandsworth has to inherit. But we will not allow any of our schools to wither on the vine. We will offer the best, so that nobody will want to opt out."

The brightest children will be noticed from the moment they enter the Wandsworth system at the age of four and monitored throughout their education.

Wandsworth also wants to offer housing schemes and extra payments to teachers in shortage subjects, to introduce magnet schools on the American principle, and to offer specialist tuition while meeting the national curriculum. Its plans are being circulated to teachers, parents and interested parties and will have to be approved by Mr Kenneth Baker, Secretary of State for Education and Science.

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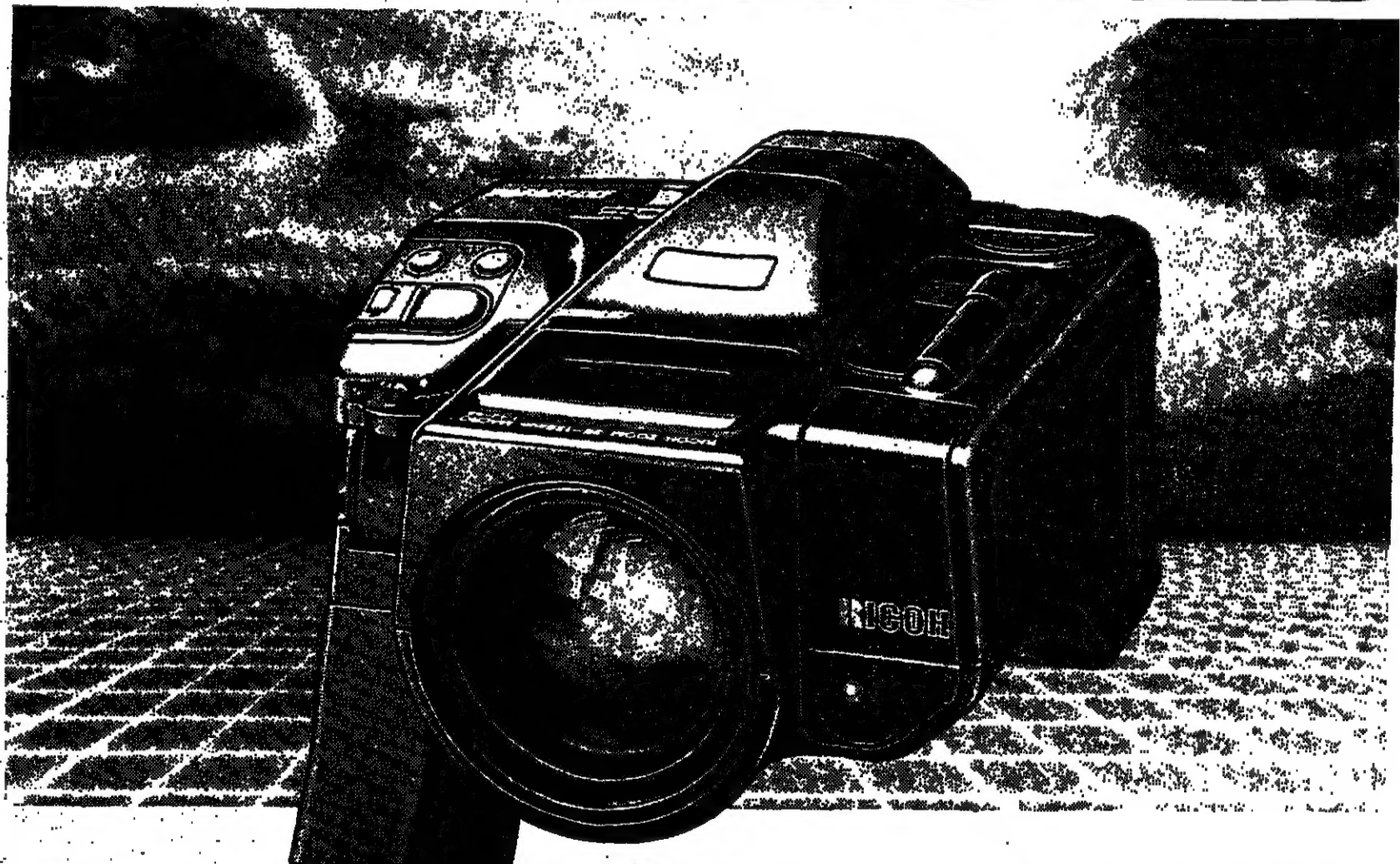
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## Reminder to Thatcher on grants for students

By Our Education Reporter

The Prime Minister was urged yesterday to remember her own good fortune as an undergraduate when considering her Government's plans to use loans to replace part of the value of student grants.

The reminder came from Professor Dorothy Hodgkin, the Nobel Prize winner, who was Mrs Margaret Thatcher's tutor when she was a research fellow at Somerville College, Oxford, in 1935.

Professor Hodgkin, aged 78, who retires as chancellor of Bristol University next month, said it was only thanks to a college fund to help students from poorer backgrounds that the young Margaret Roberts was able to study.

"She was not so outstanding as to achieve a scholarship to

Somerville", Professor Hodgkin said. "She was in a second category of very talented students from poorer backgrounds."

"I hope the Government will remember that when they are looking at the question of loans for students."

"If the Government wants more students at university it should make it easy for them to come leaving loan payments hanging over them is a bad thing."

Professor Hodgkin won the Nobel Prize for chemistry in 1964, for her work with X-ray crystallography which helped to determine the structure of molecules. She was speaking after a ceremony to unveil a bust of herself in the university's senate house to mark her retirement.

## Farmers told they must serve needs of industry

By John Young, Agriculture Correspondent

Biotechnology and the micro chip will dominate the world's economic base in the next century, the Agricultural and Food Research Council said in its annual report yesterday.

The world would increasingly produce the commodities it needed by the manipulation of biological systems. British industries' competitiveness would depend on the exploitation of biological systems at molecular and environmental levels.

The world would have to produce more food under more difficult conditions "while respecting the environment far more than in the past", the report says. "The essential skills of biotechnology derive in large part from the kind of research that up to now has been intended primarily to serve the needs of agriculture."

Increasingly farmers must serve the needs of industry,

providing pharmaceuticals, fuels and industrial chemicals, as well as growing food.

For reasons of aesthetics, human safety and simple morality, it was unacceptable for human beings to endanger the environment and to obliterate other species. Agriculture, while becoming more productive and efficient, must also become more benign.

The council is concentrating intense effort on the issue of controlling pests without the overuse of toxic chemicals, the report says. If the world was to produce food efficiently, a far deeper understanding of basic biological systems was needed.

The report cites genetically engineered vaccines that are safer and more effective than the conventional products. In the future there would be replica hormones, providing hormone substitutes without side effects.



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## Connaught named as the top hotel

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Suspect over missing Anna Humphries may be on Continent

# Mystery of divorced loner whose best love is fishing

By Ronald Faux

In the tap room of the Horse and Jockey public house near Bettsfield, Shropshire, regulars find it hard to believe that the quiet, reserved man who would so often sit at the bar enjoying a pint is now the most hunted man in Britain.

The search for the man they knew as "Tanker" — David John Evans, aged 31, wanted by police in connection with the disappearance of Anna Humphries, the Penley girl aged 15 — is now nationwide.

North Wales police yesterday continued to comb a wide area of countryside around Penley and Much Wenlock in their search for Anna. They are anxious to question Mr Evans about the coincidence that the girl disappeared eight days ago on her way home from school at the same time as his sudden and unexplained departure from the area.

Forensic scientists have been examining the green Allegro saloon he owned and which was left outside his home. Police disclosed yesterday that, at about 5.30pm on the day Anna disappeared, Mr Evans took his car to a garage in the village of Overton, near by, to have a new windscreen fitted. The broken window is undergoing scientific tests.

Mr Evans was last seen in Whitchurch early the next day and is thought to have caught a train to Crewe from where there are direct connections to Liverpool, London or the Midlands. Police are investigating a number of local sightings and the possibility that he might have gone to the

The search for David Evans, wanted by North Wales police in connection with the disappearance of Anna Humphries, widened to the Continent yesterday.

Interpol has been contacted after a man answering Mr Evans's description bought a railway ticket from Crewe to Dover on November 9 and caught the 7am train to London.

Det Chief Supt Gareth Jones, leading the inquiry, told a press conference that Mr Evans could well have crossed the Channel. Detectives were checking records of sailings in the past week.

The wanted man had his passport but police believe he had never before been abroad and there was no obvious destination that he would head for.

His photograph and description had been circulated to police on the Continent.

Mr Jones refused to comment on whether Mr Evans had withdrawn more money from his bank account.

Dublin area where it is known that he once went at a time of crisis. He had with him his passport and £200 drawn from a Whitchurch bank cash dispenser.

Mr Evans is believed to be dressed in jeans and an olive green waterproof jacket and to be carrying a hold-all.

Yesterday one local recalled: "I'd say he was a right loner. Kept himself very much to himself, a hard man to have a conversation with, but pleasant enough. He'd sometimes give my lads a lift home two miles from the pub."

Mr Evans was born and brought up in the Ellesmere area, the most beautiful part of Shropshire near the Welsh border.

Mr Fred Morgan, headmaster of Ellesmere Modern School, remembered him as being not very bright, "just an ordinary country boy" who left school at the age of 15 without taking any examinations.

The Evans family then lived in St Martin's, a small village

north of Oswestry where his father, Mr Dennis Evans, worked for an agricultural supplies company and is now an agricultural produce salesman. He also has two sisters, Vera, who is married, and Linda, who both live locally. The family is well liked and respected.

Mr David Evans grew into a strongly-built man over 6ft tall with dark hair, heavy sideboards and a sallow complexion. He is thought to have recently restyled his hair which is now short and brushed forward without a parting.

His schoolboy nickname of Tanker stayed with him into adulthood. He worked as a casual labourer on farms in the Oswestry area, rarely staying more than a few weeks.

"He's a hard worker but restless. He went through a stage, like lads do, of driving old bangers around these country lanes at high speed. He's a man with very few close friends, if any," was how another man remembered

him. Indeed, it came as a surprise locally to discover that in his mid-twenties Mr Evans had married. "I hardly ever saw him talking to a female," another man recalled. "He was rather the kind who won't look you in the eye when he's speaking to you."

Locals say they never met his wife, from whom he is now divorced. Mr Evans's best love seemed to be fishing, a sport he took up as a boy.

He was often to be seen beside the local lakes or the Shropshire Union canal that runs close to his home. The sport gave him a detailed knowledge of the local countryside.

In recent months he had been unemployed and is thought to have been relying on social security. Until his disappearance he lived with his parents and sister and the family pet, a Yorkshire terrier, in their bungalow home at Bettsfield.

The house is next door to where Francesca Mitchell, a schoolgirl friend of Anna Humphries, once lived.

Francesca, aged 15, was walking with Anna down Ellesmere Lane shortly before she vanished. Earlier this week she took part in a reconstruction of Anna's last known movements.

Yesterday police were guarding the Evans's home in Bettsfield. His parents were said to be in distress over the disappearance of their son while, five miles away, the distraught parents of Anna Humphries wait for news of their daughter.

## Attlee's homecoming



Frank Forster, the East End of London sculptor, putting the finishing touches to a bronze statue of Clement Attlee, the former Labour Prime Minister. The memorial is to be unveiled by Lord Wilson of Rievaulx, himself a former Labour Prime Minister, on November 30 outside the public library in Limehouse, east London, which was Attlee's constituency for 28 years. Mr Forster was commissioned by the Greater London Council and, since its demise, he has continued work on the statue helped by funds from private sponsors.

## MPs push for law on embryo research

By Sheila Gunn  
Political Staff

A group of pro-life MPs yesterday promised to introduce a Bill to ban experiments on human embryos in protest at the Government's decision to delay its own legislation.

The group's decision is likely to embarrass the Government and lead to stormy scenes in Parliament, similar to those provoked by Mr David Alton's Bill to cut the time limit for abortions.

However, unless one of the group's MPs wins a top slot in the ballot for introducing a private member's Bill, it is unlikely to receive much parliamentary time for debate.

The Government is not expected to announce in the Queen's Speech next Tuesday its legislation for bringing in recommendations of the Warnock committee on human fertilization and embryo research. MPs have been waiting six years for legislation on the issue and 100 of them have signed a Commons motion urging ministers to fulfil their manifesto pledge and bring forward their Bill.

Sir Bernard Braine, a senior Conservative backbencher and chairman of the pro-life group, said yesterday that it would regard a further delay in government legislation as "a breach of faith".

The Government is, in its own legislation, expected to offer MPs a free vote on alternative clauses either to ban all experiments or allow them only on embryos up to 14 days old.

Professor David Short, chairman of the MPs' scientific advisory group, said: "It is vital that the Government should honour its manifesto pledge".

## Centre to exploit new technology

By Robert Matthews, Technology Correspondent

Britain's national centre for research into superconducting materials, which promise to revolutionize the technology of the next decades, was opened in Cambridge yesterday by Mr Kenneth Baker, Secretary of State for Education and Science.

The centre is the first of a number of interdisciplinary research centres to be opened by the Government and has been given £1 million a year for the five years to investigate the properties and potential applications of ceramic superconducting materials, which have the ability to lose their electrical resistance when chilled with liquid nitrogen.

Other countries, especially the United States and Japan, have been racing ahead with well-funded research programmes to find commercially exploitable applications of the materials.

Those include new types of electronic devices for high-speed computers and magnets for use in medical scanners.

Britain has made some fundamental contributions to the field. Last year, Birmingham University scientists shed light on why the materials become superconducting.

Based in Cambridge University, the centre will draw on the expertise of scientists from five different departments and from other universities. Mr Baker said he was looking for British industry to play an important role in the centre's

work. "Industry should be ready to take early advantage of exploitable results," he said.

Cambridge has established an international reputation in the microelectronic applications of superconductivity through the work of Dr Jan Everts, who last year showed how to lay down extremely thin films of the materials on silicon, a key electronic manufacturing process.

In spite of intensive work on the ceramic superconductors, there is no consensus on how they work.

In particular, scientists have been unable to rule out that some materials would superconduct electricity without having to be cooled, becoming "room temperature" superconductors.

Dr Peter Duncumb, director of the centre, said that there was still room for a breakthrough by Britain in that key area.

"We are impressed by all the work going on in the US and elsewhere, but it is still early days and there is scope for being inventive."

In the latest issue of *Nature*, a team of 16 scientists from AT&T Bell laboratories, in the United States, describes the discovery of a new family of ceramic superconductors.

The family contains copper and oxygen, but the elements lead, strontium and any of a range of so-called rare earth materials can also be used to produce the superconductor.

## Connaught named as the top hotel

By Shona Crawford Poole, Travel Editor

The Connaught in London is Europe's best city centre hotel, according to the Automobile Association guide to Hotels and Restaurants in Britain, published today.

Hotels in London and Paris earned eight of the top 10 places. The Connaught, praised for its "understated style" by Mr Perry Edwards, the AA's chief inspector, narrowly beat The Ritz in Paris.

Other London hotels in the top 20 are the Savoy (fourth), the Inn on the Park (sixth), Claridge's (seventh), the Hyde Park and the Hyatt Carlton Tower (equal fourteenth), the Dorchester (sixteenth) and the Berkeley (nineteenth).

The Ritz in Paris was the most expensive. A room for one with afternoon tea, dinner including half a bottle of wine, early morning tea and a cooked breakfast cost £341. The Connaught, at £237.50, came seventh on cost.

Mr Edwards compared 30 five-star, city centre hotels. Paris had "far and away the best food" and Rome the poorest. His itinerary included Venice, Milan, Vienna, Hamburg, Düsseldorf, Frankfurt, Munich, Zurich, Basel, Bern, Geneva, Monte Carlo and Madrid.

London had the best pil-

### HOTEL TOP 10

|                           | Cost (£) |
|---------------------------|----------|
| 1 Connaught, London       | 237.50   |
| 2 Ritz, Paris             | 341.70   |
| 3 Bristol, Paris          | 327.00   |
| 4 Savoy, London           | 284.50   |
| 5 Le Clitton, Paris       | 287.20   |
| 6 Inn on the Park, London | 288.15   |
| 7 Claridge's, London      | 288.15   |
| 8 Clarendon, Venice       | 282.44   |
| 9 Baur au Lac, Zurich     | 219.80   |
| 10 George V, Paris        | 284.00   |

lows, Switzerland the best beds and Germany the worst. The best breakfast was at the Vierjahreszeiten in Hamburg.

The number of British restaurants featured in the guide has been reduced to 500.

Chippingworth Manor, near Chipping Campden, Gloucestershire, is described as "an hotel impossible to fault" and voted the best newcomer.

About a third of public houses in England and Wales are staying open all day, the Consumers' Association says in *The Good Pub Guide*.

The best chance of getting a mid-afternoon drink is in London, Cumbria, Derbyshire, Cornwall and Devon.

*The AA Guide to Hotels and Restaurants in Britain 1989* (AA, £2.95).  
*The Good Pub Guide 1989* (Consumers' Association and Hodder and Stoughton, £9.95).

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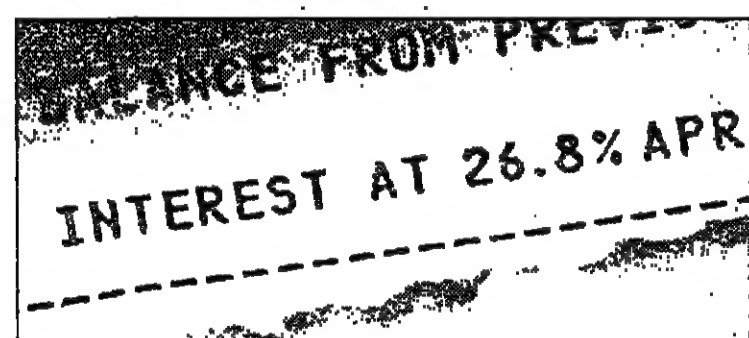
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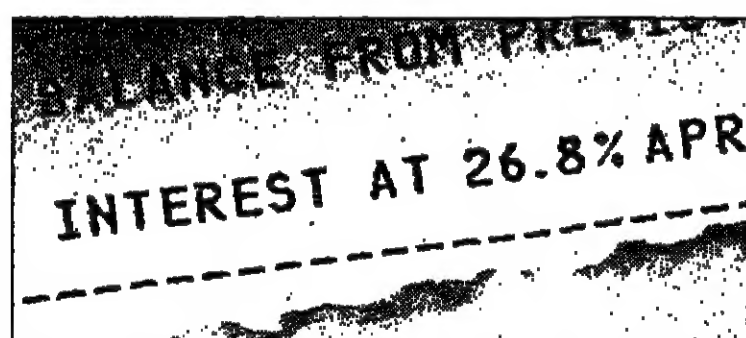
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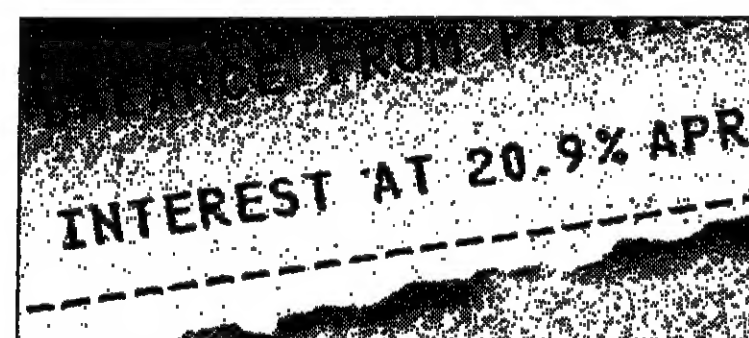
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# Row brews over likely Bush staff chief

From Bailey Morris  
Washington

President-elect George Bush has encountered the first dissent among the ranks of his transition team over the widely anticipated appointment of Mr John Sununu as White House Chief of Staff, one of the most powerful positions in the US.

Mr Sununu, the retiring Governor of New Hampshire, is an aggressive conservative who has the strong backing of the Republican right wing.

As one of the five national co-chairmen of Mr Bush's presidential campaign, he delivered a critical primary victory in New Hampshire after the Vice-President's humiliating defeat in Iowa.

His appointment, which has been described as "almost certain" by high-level officials, has sparked the first battle between conservatives and moderates in the Bush camp, who think that Mr Sununu's management style is too confrontational to forge effective relations with the Democratic-led Congress.

As Governor of New Hampshire he turned a budget deficit into a surplus without raising new revenues and he remains a hardliner against new taxes which congressional leaders deem essential to correct the huge US budget deficit.

The moderate wing of Mr Bush's team has strongly supported the appointment of Mr Craig Fuller as White House Chief of Staff.

He has held the same position on the Vice-President's staff since 1985. Mr Fuller currently heads Mr Bush's transition staff and is known for his low-key, unflappable style. There was also talk of a



Mr John Sununu arriving at Andrews Air Force Base, Maryland, after returning with Mr Bush from his holiday in Florida.

shared power arrangement at the White House under a political triumvirate that would include Mr Fuller, Mr Robert Teeter, the chief pollster for the campaign, and Mr Sununu. Mr Baker, who has been nominated as the new Secretary of State, has remained silent as the controversy has swirled around

Mr Sununu. Some aides have said privately that the New Hampshire governor was not his first choice. But others on the transition team have been less restrained. In private conversations with journalists and politicians, critics have described Mr Sununu as a demanding but very bright man who is known for taking

quick, controversial decisions and for sticking to them, no matter how strong the opposition.

"He is impatient, like most very bright people," said Senator Warren Rudman, a New Hampshire Republican who is a strong supporter of Mr Sununu.

Moderate Republicans said

that this was the wrong style at the wrong time for a Chief of Staff who must sell deficit reduction to the Congress and forge harmonious relations among disparate power bases competing for the new President's time.

The fact that Mr Sununu has no Washington experience is another negative factor

cited by his detractors. During his six years as governor, Mr Sununu, aged 49, left a strong mark and he would be expected to do the same thing at the White House.

He was formerly a college professor and a businessman, and holds a doctorate in mechanical engineering from the Massachusetts Institute of Technology. He was born in Hama and is of Lebanese origin.

He was said to have told Mr Bush that he was not interested in sharing power at the White House and it was at this time, after Mr Sununu travelled to Florida to visit the President-elect during his brief holiday, that the concept of a triumvirate appeared to diminish.

It was significant, in the opinion of veteran Bush advisers, that Mr Sununu was the only member of the team to visit the President-elect during his holiday. He returned to Washington with Mr Bush and his wife, Barbara, on board Air Force 2.

Officials of the Transition Committee cautioned that his appointment may not be announced until next week in the light of the opposition and the fact that Mr Bush believes that he must also announce a role for Mr Fuller simultaneously.

But officials left little doubt over the outcome. They said that Mr Bush's mind was made up. He was said to believe that Mr Sununu, as a former elected official, has the stature to stand in for him in negotiations with Congress.

Aides to the House Democratic leadership said yesterday, however, that unless Mr Sununu changed his headline approach, they foresaw rocky relations ahead.

## WORLD ROUNDUP

### Life sentence for tourist murderers

Two young fishermen yesterday had death sentences commuted to life imprisonment after pleading guilty in the Bangkok Provincial Court to the murder of Helen Gregory, aged 24, of Cardiff, and Louise O'Reilly, aged 25, of Dublin (Our Foreign Staff writes). Wanchai Sommit, aged 20, and Somboon Mongkutsawan, aged 16, confessed to robbing and shooting the women, on holiday with their boyfriends, on Chang Island, off Thailand's east coast, last month. They had fired when the women put up a fight.

Mr Sean O'Reilly, Louise's father, said last night he approved of the court's decision to commute the death sentence as there had been enough death already.

### Telescope destroyed

American scientists were last night investigating the collapse of one of the world's largest radio telescopes at the National Radio Astronomy Observatory at Green Bank, West Virginia (Our Technology Correspondent writes). The 300ft diameter dish telescope, built to a revolutionary design in 1962, gave way late on Tuesday night. No one was hurt, but the telescope is beyond repair.

The lightly-framed design, conceived by a former Cambridge University scientist, Dr John Findlay, enabled large telescopes to be built at relatively low cost. Its loss is already being lamented by astronomers. Most recently, it had uncovered the existence of strange blobs of intensely hot material in the Milky Way.

### Agreement talks slow

Johannesburg — South African officials returned from Geneva yesterday insisting that an agreement bringing independence to Namibia and peace to Angola was still far from signed, despite the progress made at their American-mediated talks this week with Angolan and Cuban negotiators (Michael Hornsby writes). Agreement on terms and a timetable for a Cuban withdrawal was reached in Geneva.

Meanwhile, the number of people killed when a white gunman, allegedly a former police constable, aged 23, went on a shooting spree directed solely at blacks in Pretoria on Tuesday, rose to six yesterday.

Leading article, page 17

### Briton allowed to go

Miss Olivia Forsyth, right, who was held captive by the African National Congress and then took sanctuary in the British Embassy in Luanda, was due to leave Angola last night after being granted an exit visa (Andrew McEwen writes). Miss Forsyth, aged 27, who has dual British and South African nationality, had been accused by the ANC of being a South African spy.



### £460m hurricane bill

Managua — Damage caused by Hurricane Joan which devastated large areas of Nicaragua last month amounted to £460 million (David Gollob writes).

In a speech to the National Assembly, President Ortega said that more than 80 per cent of this figure represented damage to roads, bridges, port facilities, social services and economic infrastructure. The death toll now stands at 137. Because the hurricane affected Nicaragua's main food producing areas, Señor Ortega predicted that the country would suffer serious food shortages over the next 10 months.

### Jewish leader quits

Frankfurt (Reuter) — The deputy leader of West Germany's Jewish community resigned yesterday, days after defending the former Speaker of the Bundestag for a speech denounced by many as trying to justify the appeal of the Nazis. Herr Michael Fuerst had praised Herr Philipp Jenninger for his "blunt truths" and said he should not have been forced to resign for his address on the 50th anniversary of Kristallnacht, the prelude to the Holocaust.

### Doubt on royal visit

Moscow — A Soviet Government spokesman yesterday said he was unaware of plans by President Gorbachev to invite the Queen to Moscow when he meets her in London next month during an official visit to Britain (A Correspondent writes). The Foreign Ministry spokesman, Mr Gennady Gerasimov, said he was aware of British press reports about the supposed invitation but added that he "had no knowledge" that such an invitation was in the pipeline.

## Guess who is not coming to dinner with US elite

From Charles Bremner, New York

The cream of America's political and cultural elite was on hand for Mrs Thatcher's glittering White House banquet last night, but one man did not come to dinner — Senator J. Danforth Quayle.

For the young Vice-President-elect, the snub was just the first in what is likely to be a long, lonely apprenticeship deep in the shadows of the Bush Administration.

Publicly, the White House said the 124-strong guest list, which included four other senators, had been invited last June. It had not been Mr Quayle's turn on the Senate rotation list. In reality, the non-invitation reflected the embarrassment the future Administration is already suffering from the outpouring of gleeful mockery of "Danny Boy" by the nation's commentators and cartoonists.

President Reagan provided some faint comfort and confusion for Mr Quayle at the start of the Thatcher meeting yesterday. He told reporters he had no idea why the senator had not been invited and suggested that he may have had a prior engagement. "I

don't know the answer to that but, believe me, he will be welcome any time," he said.

There were no plans for a meeting between Mrs Thatcher and the "Veepette", as he has been dubbed.

On Tuesday, he ventured into diplomacy with Chancellor Kohl of West Germany. Senator Quayle's behaviour appears to have brought him banishment yesterday to the "tree house", as his residence is being called. "Quivering Quayle Uncut with Kohl," said one headline over a New York Post report describing how he "looked flushed and unsure what to do with his hands... nervously fidgeting, looking eager to please."

It may well be unfair, but something about the senator's eager demeanour, his verbal gaffes and his boyish gaze stirs merciless ridicule. As a former speech writer for Mr Gerald R. Ford put it: "Dan Quayle beside George Bush always looks like it's Saturday night and he wants to borrow the keys to the ship of state."

The Washington Post has taken to running a regular "Quayle watch". After the

election, it reported: "Vice-President-elect Quayle ate pancakes for breakfast on his first day as the man soon to be a mere brain wave away from the leadership of the Free World. Then he drove to the vice-presidential transition office where he had, he said, 'nothing specific' to do."

The Wall Street Journal, a supporter of Mr Quayle's conservative Republicanism, devoted a front-page story this week to telling Quayle jokes. The best-known one began doing the rounds at the Republican convention last August. "What are the most frightening words in the English language?" Answer: "Dan, I don't feel very well."

For the late-night chatter like Mr Johnny Carson and Mr David Letterman, the arrival of Mr Quayle has proved manna from heaven. Not a night goes by without cracks at the "boy bimbo", the man who "thinks Shamir is a killer whale at Sea World," as Mr Carson put it.

Quayle fanciers are crying foul and predicting a backlash of sympathy for the harried young senator.

## Brady's Republican roots

From Our Own Correspondent, Washington

Mr Nicholas Brady, President Reagan's Treasury Secretary who will hold the same post in the Bush Cabinet, is a respected Wall Street figure who has close ties with the President-elect, a friend since their days at Yale University.

His nomination as successor to Mr James Baker, the most powerful Treasury Secretary in decades, sent a strong message to the international financial community that the policies of his predecessor would be continued, now also into the next Administration.

Both Mr Brady and Mr Bush are products of established Republican families which built strong business fortunes. Mr Brady, who has spent most of his career on Wall Street, is co-chairman and chief executive officer of the investment firm Dillon Read & Co, a firm in which his family has had a significant stake for many years. He joined Dillon Read in 1954.

He is best known in the US for heading the presidential commission which investigated the causes of the October stock market crash and produced a respected report which recommended sweep-

ing revisions in the regulation of Wall Street. The report was not endorsed by Mr Brady's close friends in the Reagan White House who thought it went too far.

But the work of the "Brady Bunch" drew widespread praise and established him as an independent thinker.

Like his predecessor, he is regarded as a moderate Republican who is a political pragmatist. Although he lacks international experience, he acquired political skills when he was named to fill the unexpired Senate seat of Mr Harrison Williams, a Democrat convicted in a political corruption case.

His career on Wall Street suggests that he will avoid the flamboyant gestures employed by one of his predecessors, Mr Donald Regan, who coined the phrase, "deficits do not matter".

At Dillon Read, for example, Mr Brady has steered a conservative course, avoiding "junk bonds", computerized trading schemes and the high-profile leveraged buyouts which have fuelled Wall Street's dramatic rise in recent years. The firm has main-

tained a traditional investment banking business.

Mr Brady is described by associates as an affable Irish-American who is a keen sports enthusiast. He has been chairman of the New York Jockey Club since 1974 and is an avid golfer.

The Brady family fortune can be traced back to his great grandfather, Anthony Nicholas Brady, who arrived in the US from Ireland during the potato famines of the 1800s. He joined an inventor friend in starting up several electric utility companies which were later incorporated into Consolidated Edison.

Another ancestor started the Maxwell Motor Co which was bought by Chrysler Corporation, and it was Brady money which allowed a group of Chrysler engineers to create Purcellator Co. Mr Brady currently is chairman of Purcellator Courier Corporation.

He lives with his wife on the 4,300-acre family estate in Somerset Hills, New Jersey, known as "Dogpatch". In another tie joining their families, one of his four children works on the personal staff of Mrs Barbara Bush.



## Size of relief.

If ever a machine had the power to take a load off your mind, this is it. The Psion Organiser II. In one pocket-size unit it provides a diary, address book, cross-referenced filing system, calculator, eight alarm clocks, and a computer. If that were all it did it would be pretty handy. But there's more. Much more.

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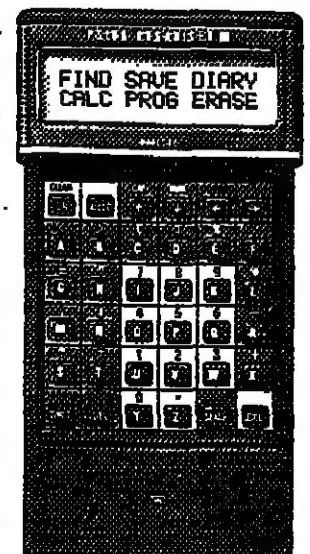
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## Mulroney's accord with US may cost him election

From Christopher Thomas, Ottawa

After a stunning, overnight plunge in popularity, Mr Brian Mulroney, the Canadian Prime Minister, is fighting for survival in Monday's general election. If he loses, what is arguably the biggest trade agreement the world has known will die.

Mr Mulroney has allowed himself to become prey to that most deep-seated of Canadian emotions: fear of cultural and political domination by the United States. Opposition parties have skillfully exploited a nagging sense that he is far too eager to please the giant southern neighbour, even to the point of displaying a certain embarrassing servility.

Canadians cringe at some of his antics. He once stood on stage and loudly sang *When Irish Eyes are Smiling* in a rich baritone to an apparently incredulous President Reagan. Political opponents have succeeded in raising doubts in voters' minds about his commitment to a fully independent Canada. The election has turned into an emotional referendum on the US-Canada free-trade agreement that Mr Mulroney negotiated with Mr Reagan, provisionally due to take effect on January 1.

The pact, already approved by the US Congress and signed into law, would remove virtually all barriers to the cross-border flow of goods over the next decade. It was approved by the Commons in Ottawa last week, where the Progressive Conservative Party of Mr Mulroney is in the minority.

The two opposition parties demolished the Prime Minister's early, commanding lead in the polls with accusations that he was "selling out".



Mr Broadbent may be left holding balance of power.

Canada in the deal, which they branded as a threat both to national sovereignty and the country's generous and highly popular social programmes.

Canadians are deeply worried that a closer economic relationship with the US will lead to pressures to harmonize their respective social systems, resulting eventually in the end of programmes such as government-funded health insurance, generous support for poorer parts of the country, and old-age pensions.

Mr John Turner, the Liberal Party leader, who is neck-and-neck with Mr Mulroney or even slightly ahead in recent opinion polls, described the trade agreement as a time bomb that would have a big impact on Canadian society. A month ago, nobody would have given him a hope of winning the election. Indeed, some leaders of his party thought of attempting to oust him in midstream and finding another flag-bearer.

Now he is within striking distance of victory, principally because he has played on the complex feelings that Canadians have towards the US.

One possibility is that neither the Liberals nor the Conservatives will win a majority of the 295 seats in the House of Commons, leaving Mr Edward Broadbent's New Democratic Party with the balance of power. That would still sound the death knell for the trade pact.

Most Canadians view their big neighbour with a blend of admiration, fear and envy. There was deep unease when relations soured during the 11-year reign of Mr Pierre Trudeau, the former Prime Minister. Now there is a clear sense that Mr Mulroney is too close.

His Administration has chalked up some impressive achievements. The unemployment rate dropped sharply during his four years in office; inflation has been checked; and Canada leads the industrial democracies in its rate of economic growth.

But English-speaking Canadians are earnestly seeking to define a national identity. Scholars and intellectuals in Ontario, the bastion of nationalism, are worried about the subtle, unseen impacts of the trade accord.

## Arab students in Manila celebrate declaration



Palestinians and Arab students in the Philippines celebrating the declaration of a state of Palestine by burning a Jewish Star of David in Manila yesterday.

## Surprise recognition boosts Palestine

By Andrew McEwen

A day after its birth the state of Palestine was inundated yesterday in messages of support, mainly from countries with Muslim populations.

It is likely to achieve enough recognition to secure membership of some United Nations agencies, though not the General Assembly. International lawyers said it could apply to participate in the Olympic Games, and added that if it decided to issue passports some countries would recognize them.

But in Europe far greater importance was attached to a new opportunity for Middle East peace talks, created by the implicit decision of the Palestine National Council to recognize Israel's right to exist.

Twenty-one nations either announced their intention to recognize the new state or issued statements bordering on recognition. Although most of the recognition came from predictable quarters, several non-Arab nations gave their support, including Indonesia, Malaysia, Singapore, Bangladesh, Turkey and Madagascar.

But the biggest surprise was recognition by India, the world's largest true democracy, whose 100 million Muslims account for only one eighth of its population.

The Israelis tried to counter support for the state of Palestine by saying that it was a tactic of the Palestine Libera-

tion Organization to present itself as a peace-maker in the Middle East.

Its greatest displeasure was focused on Turkey, with which it has full diplomatic relations. Another country with which it has full links is Egypt, but Israeli officials said that Cairo's message of support for the proclamation stopped short of explicit recognition.

Supporting messages welling from Palestine itself came from the Soviet Union and East Germany. Senior Javier Pérez de Cuellar, the UN Secretary-General, said the PNC meeting was "of the greatest significance", giving fresh opportunities for progress towards

peace. Full membership of the General Assembly will be impossible in the short term, because it would require Security Council support. The United States would be certain to use its veto.

But Palestine might be able to join a group of six nations which are not members but have permanent observer status. The others are the two Koreas, Monaco, San Marino, Switzerland and the Holy See.

The PLO already has observer status in a special category reserved for itself and Swapo (the South-West Africa Peoples Organization). It is not allowed to participate, but not vote.

The most important reaction is that of Washington, which has always insisted that

the PLO should recognize Israel's right to exist and renounce violence. It came close to meeting these conditions in the PNC's declarations in Algiers.

Like Britain, its first reaction has focused on these aspects, giving much less importance to the proclamation of the new state. Mrs Thatcher will discuss the implications today with President-elect George Bush in Washington. Whitehall sources said she would urge him to begin a new American Middle-East peace initiative immediately.

Efforts earlier this year by Mr George Shultz, Secretary of State in the Reagan Administration, came to nothing. But Mrs Thatcher will say that the PNC's support for an inter-

national peace conference, and its acceptance of UN Security Council resolutions 242 and 338, creates a new situation.

The British Government was delighted by developments and issued a statement intended to sound positive. It was infuriated by some media reporting which focused on its reaction to the new state, which it called "premature".

Although not against a declaration, it felt that the declaration was counter-productive and that the Palestinians are more likely to achieve self-determination through negotiation. Whitehall sources said that a joint European reaction would be discussed when the 12 heads of government meet in Rhodes on December 2.

Eleven of the 12 are likely to take a broadly similar line to Britain, but the wild card is Greece, which has particularly close links with Arab neighbours. If Athens recognizes Palestine, a united European stance would be impossible.

Countries which have announced their intention to recognize Palestine, or have come close to doing so, include: Algeria, Egypt, Iraq, Malaysia, Kuwait, Tunisia, Singapore, Saudi Arabia, Turkey, North Yemen, South Yemen, Madagascar, Bahrain, Jordan, Bangladesh, Libya, Indonesia, Bangladesh, India, Pakistan, and the United Arab Emirates.

## Looking for Olympic gold

By Christopher Walker in Algiers and John Goodbody in London

The newly declared independent state of Palestine is to apply to compete in the 1992 Olympic Games in Barcelona.

The Palestine National Council, the state's parliament-in-exile, will now seek to establish a national Olympic committee and have it recognized by the International Olympic Committee, where it will encounter opposition because of the massacre of 11 Jewish athletes by Palestinian guerrillas belonging to the Black September

movement at the 1972 Munich Olympics.

A senior Palestinian spokesman, Mr Ibrahim Abu Loghod, told *The Times* in Algiers yesterday: "The Olympic Games would I think be the perfect spot in which to promote our new international status. I have to be frank and admit that at present we have little chance of winning anything. But I predict that by the year 2010 the Palestinian team in one sport or the other will win a gold medal... Our

athletic teams have been competing for a number of years in the Arab equivalent of the Olympics, where they are always greeted with great enthusiasm, especially when they are defeated."

A country must have its sportsmen and women recognized by at least five international federations before it applies for recognition.

The PLO achieved this six years ago with handball, volleyball, wrestling, weightlifting and athletics.

## Municipal voting in Brazil

## Swing to left augurs ill for Sarney

From Mac Margolis, Rio de Janeiro

Brazil's political geography underwent massive tremors yesterday as voters massively rejected government party candidates while left-wingers led ballot counts for mayoral races in several major cities, including São Paulo — the country's economic nerve centre and the continent's largest metropolis.

Though the official vote count may take several days, early returns indicate a strong victory for the São Paulo Labour Party's mayoral candidate, Senhora Luiza Erundina. The diminutive, bespectacled social worker and former city councillor, who hails originally from the poor north-east, staged a startling upset of the conservative front-runner, Senhor Paulo Maluf, a wealthy businessman who served as mayor and governor of this powerful state during the military regime.

Senhora Erundina, who will become São Paulo's first woman mayor, was winning by 30 per cent against Senhor Maluf's 26 per cent, according to initial returns.

The Labour Party candidates also led in two other regional capitals, Porto Alegre and Vitória, and in a number of large cities in São Paulo state. Candidates of another

minority party, the Democratic Workers Party led by very popular Senator Leonel Brizola, also advanced with important victories in Rio, Curitiba, and even São Luis, the capital of President Sarney's home state.

The results of the election, in which 75 million voters chose mayors and city councillors in 4,300 cities and towns throughout Brazil, were hailed by the President as an important step in Brazil's transition to full democracy after more than two decades of authoritarian rule. The balloting was despite a field crowded by more than a million candidates from 31 parties and passionate disputes in hundreds of cities and towns.

However, the real loser in the municipal elections was the beleaguered Brazilian President, whose Government has been shaken by an inability to marshal political unity as the country teeters on the brink of hyper-inflation. Another loser was the federal congressmen and presidential aspirant, Senhor Ulysses Guimarães, the symbol of resistance during the military days, whose Brazilian Democratic Movement Party fractured into two sections earlier

this year and whose remaining affiliates are themselves riven with dissent.

"The axis has shifted now to the centre-left," an influential São Paulo industrialist, Senhor Lawrence Fih, said.

"This election was really a plebiscite on the federal Government and on the PMDB," said Senhor Amaury de Souza, a Brazilian political scientist, in a reference to the party of Senhor Guimarães.

"The party has inflicted too many disappointments on the population. Now, the country's political picture is entirely different". Such adamant rejection shows how deeply the current political disillusionment has reached into Brazil's massive body politic.

The same economic crisis that has waylaid the business community has also assailed workers.

Now conservative forces will have to confront the growing influence of the Labour Party president, Senhor Luiz Inácio Lula da Silva, and Senhor Brizola.

One of the leading presidential contenders, Senhor Brizola, is a typical *caudillo* — or personalist leader — a self-styled socialist who was last

elected governor of Rio state. He is townships and poor suburbs and dreaded among sectors of the Brazilian right, who remember his attempts to raise a popular militia against the military coup in 1964.

However, Senhor Brizola's hold over the party is not monolithic. Many PDT candidates, notably Senhor Jaime Lerner, a popular urban planner from Curitiba, owe their victories more to local achievements and individual achievements than to the sway of the party boss. Senhor Brizola, aged 65, will have to reconcile his personal ambitions with pluralist political tendencies.

In the short-term, the strengthening of the Labour Party could demolish recent government attempts to construct an already fragile "social pact" between labour, business and politicians, aimed at reducing the runaway inflation rate. The Labour Party is backed by labour unions that did not adhere to the pact, which they claim is damaging to workers' interests. "Now, if the Labour Party takes up the pact, it will have the leverage to present many new demands," said Senhor de Souza.

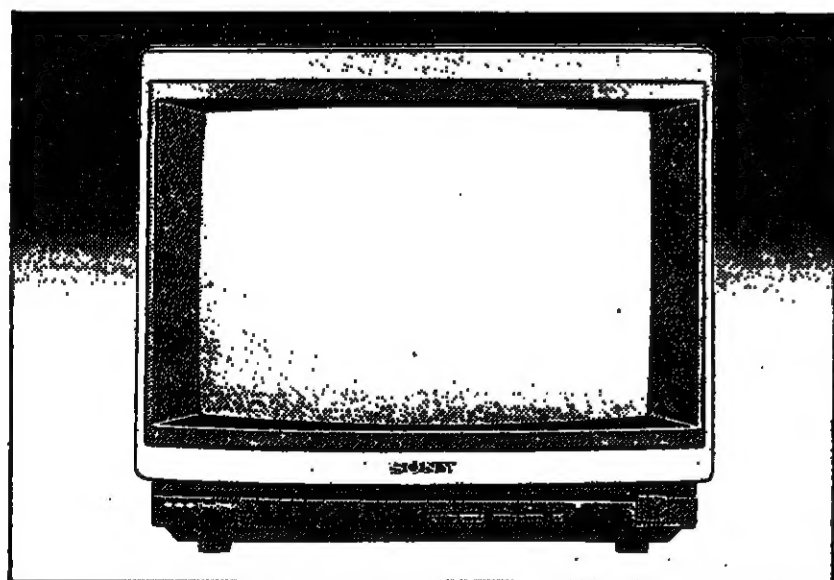
Koskotas, Mr Agamemnon Koutsourgas, the Deputy Prime Minister and Justice Minister, and Mr Kostas Tsalmis, the director of the National Intelligence Service, at a secret meeting three days earlier.

Mr Koutsourgas, who was speaking for the Government in the absence of the Prime Minister, who is recovering from heart surgery, denied the allegation and declared that he would sue the deputy for libel. It is difficult to believe he was not aware that such privileged communications are immune from prosecution. Mr Koutsourgas, whom the Opposition accused of a cover-up, is suing the left-wing magazine *Avdi*, which claimed last Friday that he had solicited £4 million from Mr Koskotas to "get him off the hook".

Opposition anxiety mounted after recent statements by Mr Papanastasiou, who claimed that a conspiracy was in progress to topple his Government.

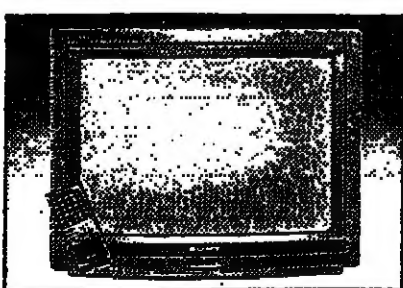
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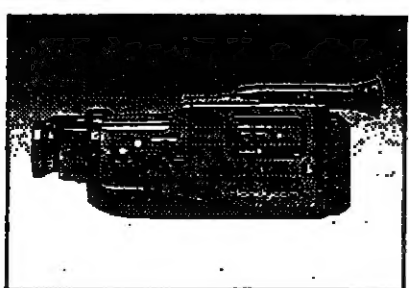
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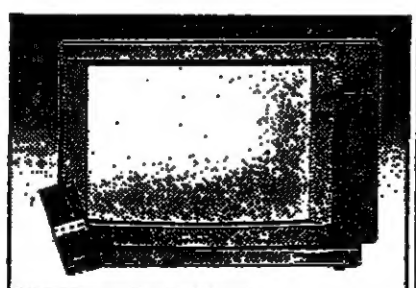
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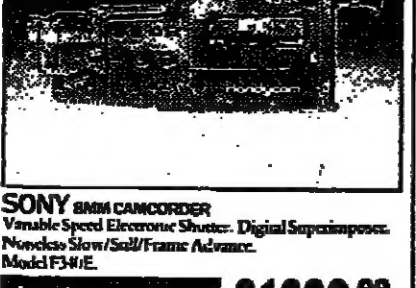
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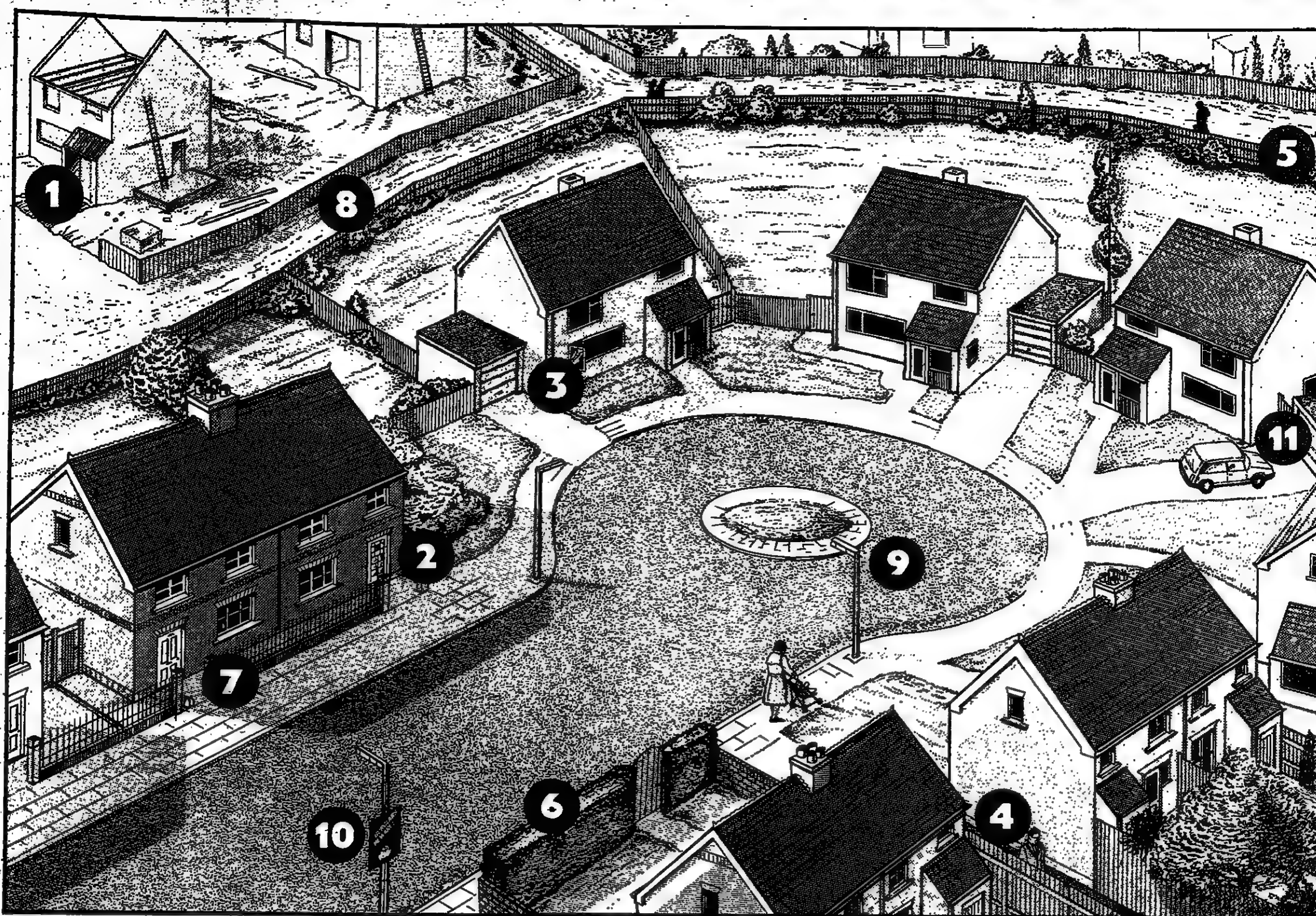
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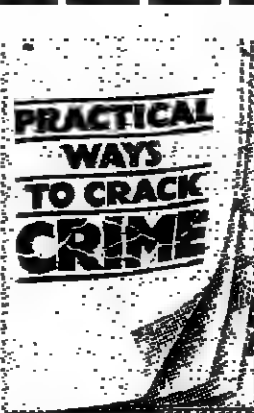
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3. Open or unprotected windows can allow easy access. Fitting - and using - window locks, is a proven deterrent.
4. Passages can become convenient entry or escape routes for burglars. Fitting a high lockable gate across the path hinders them.
5. Low walls at the rear of a building can be dangerously easy to scale. Ideally they should be at least 6' high.
6. On the other hand, high hedges in front of a house can, unfortunately, provide privacy and seclusion for a criminal as well as for the occupants.
7. Burglars are attracted by signs of an unoccupied home: no lights after dark or several days milk or newspapers at the door. Lights or radio on a time-switch can help and cancelling the milk and papers when away is essential.
8. Dark unlit paths and alleyways can conceal more than puddles. Outside lights can make everyone feel a lot safer. If it is public land, the matter should be raised with the landlords or the authorities.
9. Unlit or broken street lamps also need to be pointed out quickly to those responsible.
10. Joining or setting up a Neighbourhood Watch - or getting together with others in the area to share ideas - is a key to tailoring crime prevention to local circumstances.
11. Anyone buying a new car should check that it has up-to-date security built in. Even then, remembering to lock doors, shut windows and remove or hide tempting objects is important. And parking off the street in a garage, or even on a driveway, is safer.
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# Sri Lanka conflicts cripple a once-booming economy

The deepening political crisis in Sri Lanka — a small island coping with two big, but largely distinct armed insurgencies — is wreaking havoc on an economy until recently one of the most successful in South Asia.

Dramatic economic decline set in with the escalation in 1983 of the armed struggle among the island's Tamil minority for a separate state of Eelam in the Northern and Eastern provinces.

It is now being made much worse by the crippling campaign of strikes organized throughout central and southern areas by the Sinhalese Janatha Vimukthi Peramuna, or People's Liberation Front.

In one of the worst body blows to the ailing economy, the tourist board recently was forced to advise foreign holidaymakers to leave. It also advised tour operators to cancel all planned holidays until further notice.

Tourism had been the country's fourth highest foreign exchange earner after tea, textiles and rubber. But analysts predict a long period of uncertainty and an understandable nervousness among tour operators to return.

The industry is an important source of employment in the relatively poor south, which will be particularly hard hit by the crisis. A rapid increase in hotel capacity in the early 1980s was encouraged by tax concessions on construction. This boosted hotel capacity from 450,000 tourist rooms to more than one million this year.

The official number of foreign visitors in 1986-87, however, was a mere 180,000.

"If the troubles had not started in 1983, we would have been well on the way to almost a total economic disaster and it will take many years to get back to the levels of 1983," Mr De Mel prides himself on opening up the economy in 1977 after the failure of an austerity programme under Mrs Sirima Bandaranaike's socialist Government of the mid-1970s. He claims he brought inflation down from 35 per cent in 1977 to zero in 1983 and unemployment down from 26 per cent of the workforce to 12 per cent.

Inflation is now running at more than 20 per cent and unemployment has reached 22 per cent — and over 30 per cent in some areas of the south — Mr De Mel says.

Annual growth averaged 6 per cent between 1977 and 1983 but was down to 1.6 per cent last year. Mr De Mel expects it to fall even lower as the Liberation Front's campaign takes its toll.

He says the crisis has affected every area of the economy with rice, fish, sugar, cement and chemical production the worst hit.

Foreign investment, which expanded rapidly after 1977, is now down to a "trickle". The balance of payments and reserves have deteriorated dramatically, exacerbated by defence expenditure which has risen from about £11 million a year in 1977 to nearly £3 billion in 1986. The former Finance Minister says that only continued support by the International Monetary Fund, which is due to grant the second half of a Structural Adjustment Facility early next year, can save Sri Lanka's balance of payments from serious trouble.

Mr De Mel, who resigned over the refusal of the President to dissolve Parliament and hold both parliamentary and presidential elections earlier this year, is expected to play a key role in a future Cabinet of opposition presidential candidates if he is elected on December 19.

"Our only hope," he said, "is a new government under a new leadership because the present Government has lost its credibility among all sections of the people, Sinhalese, Tamils, Muslims and above all, the youth."

Mr David Groves, a World Bank official visiting Sri Lanka, said that he believed the economy could be even worse off if the people had not learnt to live with constant political uncertainty.

He said World Bank lending projects had not been much affected. "People have developed an approach to managing in crisis and have been able to surmount many of the day to day problems. But I think there will be an easing off of operations until the political crisis is resolved."



Mr De Mel: Ready for a role in an opposition Cabinet, becoming a model Third World country," said Mr Renuke De Mel, until earlier this year Finance Minister in the Government of President Jayewardene.

# Tax victory boosts Takeshita's future



From Joe Joseph Tokyo

A package of controversial tax reforms passed through Japan's lower house of Parliament yesterday, ending a year-long fight by Mr Noboru Takeshita, the Prime Minister, to nudge through the first overhaul of Japan's tax system in 40 years.

The passage marks a personal triumph for Mr Takeshita, who has staked his future on the tax revisions. His success in an area that felled his predecessor, Mr Yasuhiro Nakasone — who made a similar pledge but failed to deliver — will strengthen his chances of being re-elected next year for a second two-year term as Prime Minister.

The tax Bills, which comprise cuts in income and corporate taxes offset by a disliked 3 per cent consumption tax, were sent immediately to the upper house, where they are expected to be swiftly rubber-stamped and put on the statute book.

The catalyst was the Government's agreement late on Tuesday night to opposition demands for a special parliamentary investigation into a widening stock market scandal that is unfolding around Daiichi Kangyo Bank.

The real estate developer is alleged to have bought influence from top politicians, businessmen and civil servants by selling them cheap stock in the company. The ruling party also agreed to release a list of names of highly-placed people that have benefited from the bargain deals.

Mr Noboru Takeshita, the Japanese Prime Minister, stifling a yawn during yesterday's parliamentary debates which ended in opposition support for his radical sales tax plan.

## Malaysian crackdown on opposition

# Mahathir pursues dream of excellence

From Humphrey Hawksley, Kuala Lumpur

In a continuing tough campaign against political enemies, the Malaysian authorities announced yesterday that another 23 people — believed to be Muslim fundamentalists — had been arrested under the controversial Internal Security Act.

They were picked up during a three-week operation in the northern states of Kedah and Perlis, which are heartlands in the fundamentalists' campaign to win support among the poor.

Police say that they also recovered six revolvers, three hand-grenades, ammunition and explosive devices.

It was the biggest police action under the Internal Security Act since the mass arrests in October and November last year when more than 100 people were detained in an operation which heralded the beginning of Malaysia's new style of authoritarian government.

Operations involving the Internal Security Act are always secret and the official announcement by the Deputy Inspector-General of Police, Mr Jaffar Abdul, said only that the arrests were made between October 14 and November 6 in connection with a series of fires in June at government buildings in Kedah, home state of Datuk Seri Dr Mahathir Mohamed, the Prime Minister.

The Deputy President of the fundamentalist Parti Islam Se-Malaysia, Mr Fadzil Nor, said that those being held were religious leaders or party members.

The fundamentalist movement, which enjoyed a revival after the Iranian revolution, is small. It has only one Member of Parliament, but the party has recently adopted a more confrontational image.

There are now fears that extremists within its ranks might begin a violent campaign against Dr Mahathir's ruling United Malay National Organisation. These arrests mark the latest round in a bruising episode in Malay politics which has seen newspapers closed, judges sacked, a few who refuse to give up racial hatred are held

the United Malay National Organisation purged and Dr Mahathir emerge as the new strongman of South-East Asia.

The losers include Mr Lim Kit Siang, the ethnic Chinese parliamentary opposition leader, and four other MPs from the Chinese-dominated Democratic Action Party. They are still in prison after more than a year.

The dissenters within the United Malay National Organisation, Datuk Musa Hitam, the former deputy Prime Minister and Tunku Razaleigh Hamzah, the former Trade and Industry Minister, have crossed the floor of the House and become independent MPs.

When asked about the continuing detention of political prisoners, the Prime Minister says: "A few are still under detention because they refuse to give up stirring racial hatred."

The complex racial mix of Malaysia is at the heart of Dr Mahathir's ideology. He wants indigenous Malays, about half the population, to pit themselves against the financially adept Chinese and prove themselves on the world stage of economy and politics.

His goal is for Malaysia to gain coveted membership to the Newly Industrialized Country club which includes Taiwan, Singapore, South Korea and Hong Kong, by the turn of the century.

"He wants to show the world that Malays are better at running their country than their colonial masters," said one supporter. "That is above and beyond everything else."

But he also senses the potential dangers. One is racial tension between Malays and Chinese (about 35 per cent of the population). The second is the Islamic fundamentalists' increasingly higher profile, which the Government fears will deter foreign investment.

Dr Mahathir's new reputation as a skilled and ruthless political fighter has done him no harm internationally. Malaysia recently won a seat on the United Nations Security Council. It is hosting the Commonwealth Conference next year and Dr Mahathir has sealed a friendship with Mrs Thatcher by signing an arms agreement which could be worth up to £1.5 billion.

There is, however, concern that the Prime Minister has blocked off any safety valve for political opposition. Demonstrations are banned and newspapers operate under strict controls.

So far, Dr Mahathir has been careful to operate within the Constitution. The economy is doing well, with up to 8 per cent growth this year. Malaysians have more money in their pockets and Dr Mahathir has consolidated his position. But because it is muzzled, the strength of the opposition against him is unknown and because of restrictions on press freedom, rumours abound.

He is probably safe until 1991 when an election is due, but the decision Malaysians face then may well be the choice between basic democratic freedoms and the economic development which is the vision of their Prime Minister.

# China encourages workers to join home-owning class

From Catherine Sampson, Chengdu

Workers in the western Chinese city of Chengdu who used to pay £1 a month in rent for their state-owned flats now have the option of buying their own homes, and are paying up to 190,000 yuan (£30,000).

Chengdu, in Sichuan province, is a "pilot city" for housing reform. Mr Zhao Ziyang, the General Secretary, said recently that the reforms would remain on the national agenda for the next couple of years. Where Chengdu leads, the rest of China will follow.

The financial realities of privatization in Chengdu are daunting. Since mortgages do not exist, the state will subsidize purchases to the tune of 70 per cent of the cost. But Chengdu is prosperous, and officials boast that 500 people, mostly private traders who may earn thousands of yuan a month, have bought apartments without any state help.

There are two price tiers: anyone can buy an apartment for around 30,000 yuan on the open market, but state-owned work units, which traditionally provide housing for their workers at minimal rent, will sell flats for around 10,000 yuan each. So far, only 47 work units in Chengdu have received permission to carry out housing reform.

Mrs Li Dengfang, one of the beneficiaries of the Chengdu experiment, said: "Buying this apartment cost me the same as buying a television set." Before she bought the newly built apartment in March, it cost her about seven yuan a month to rent a flat for herself, her husband and two children. The rent was cut from her wages, and she did not even notice it had gone.

Her work unit, the state-owned Jiuqing electronics factory, was one of the first in Chengdu — and therefore in China — to try to persuade their staff to buy their homes. Mrs Li and her husband paid only 3,600 yuan for their new abode — one third of the cost. The rest was paid by the factory and has to be repaid at around 85 yuan a month.

But — and here the economics take on the aspect of farce — the enterprise raises Mrs Li's wages by 25 per cent, so that she can afford to pay back the original subsidy. Mrs Li earns only 139 yuan a month, but her husband and daughter, who also work in the factory, get a 25 per cent wage rise, too. So having made the initial outlay which, after buying some furniture, put paid to their savings, Mrs Li's family does not suffer the usual agonies of a mortgage.

At the same time as offering flats for sale, the factory raised rents so that it costs as much to rent — about 85 yuan a month — as to pay back the subsidy on a purchase. This was done partly to encourage people to buy, and partly to make rents more rational. But since wages were raised for the entire staff, no one noticed the change in price. It is painless reform.

The principle, as explained by Mr Li Zizhong, an official responsible for housing reform in Chengdu, is simple. The cost of maintaining housing has become a millstone around the neck of the state, and it wants to hand over that bill to private owners.

But there are hitches — not least for the fat-cat cadres, who have managed to get themselves mansion-like flats. They are not happy about the new high prices — which are assessed by floor area.

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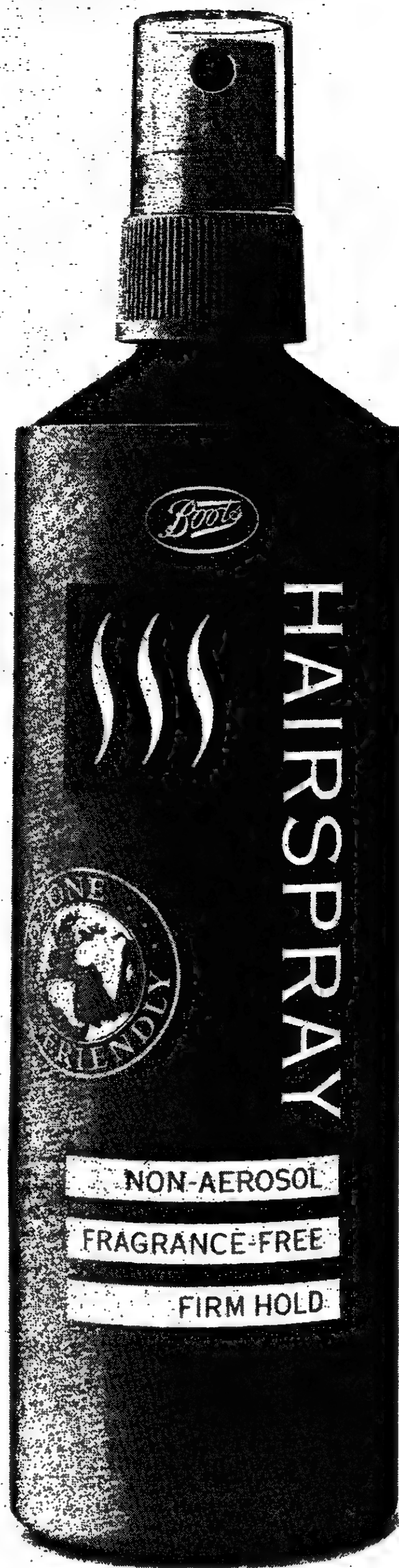
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## SPECTRUM

The rise and  
rise of the  
Shadow swotTHE TIMES  
PROFILE

GORDON BROWN

Half buried in a snow-drift of fax messages and party statements, the phone rings in Gordon Brown's cramped office deep inside the Palace of Westminster. It is the day after the end of the session, and most MPs have fled back to their homes and constituencies. But the shadow swot has stayed a day past the end of term, to twist the knife once more in the exposed flank of the Chancellor of the Exchequer, and to gather his arguments before the Shadow Cabinet's two-day Rottingdean summit, which has turned into a post-Govan inquest.

Brown answers the phone, cradling it comfortably in the fold of an undeniably chubby jaw, to leave one hand free to unerringly snatch the paper he wants from the midst of the snowdrift. The other hand clicks a retractable pen in and out as he listens, with an air of idling energy. The call is from a collaborator calling to tease him over his sudden rise into the headlines. Brown is not going to let all this go to his head. "Rising can turn into falling pretty quickly," he tells the phone firmly.

He has never been one to let things go to his head. As he is well aware, there is a pattern in Westminster talent-spotting which can be cruel to the victim of temporary over-exposure. In the long middle stretches of a parliament where the principal political personalities seem likely to remain unchanged for a long time to come, the process of identifying tomorrow's men takes on an insubstantial character.

There is also a notorious risk that the John Moore effect may come in to play, raising some inoffensive striping to premature stardom, with a view to hurling him gleefully back into oblivion as soon as he puts a foot wrong.

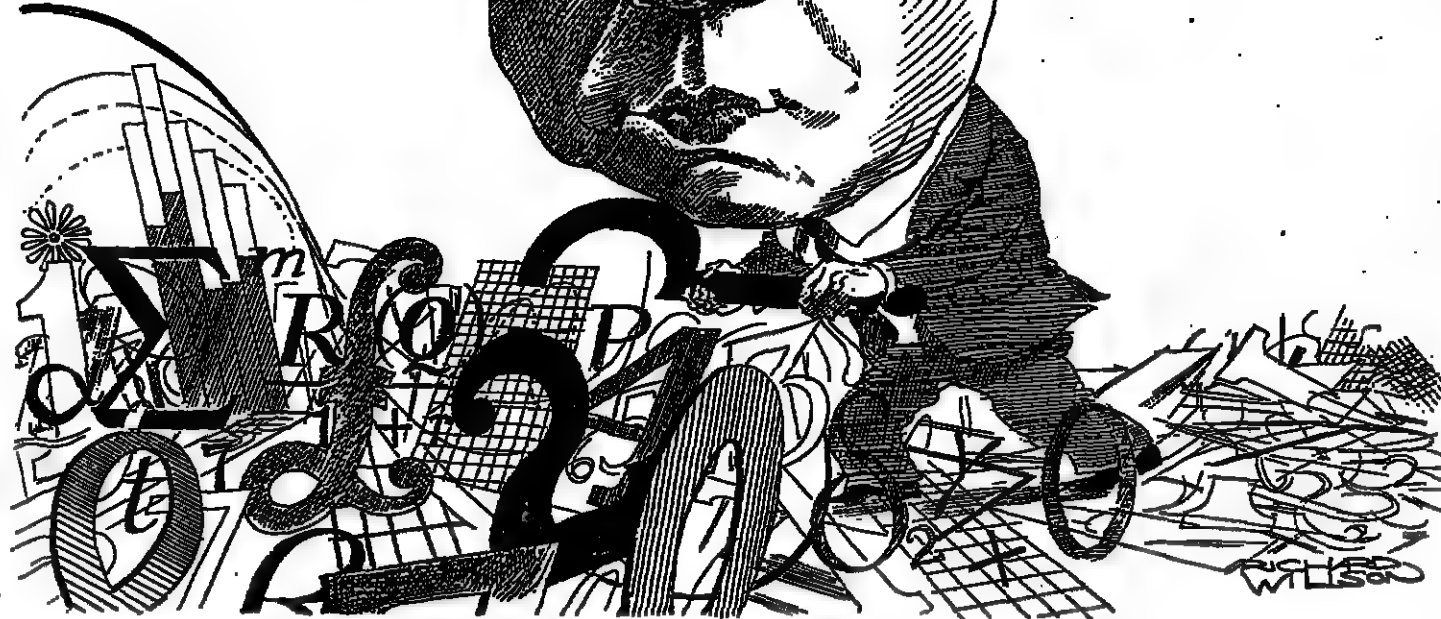
At 37, Brown has 20 years to spare in which to deploy his ambitions. He is determined, fluent, and sincere in his commitment to his party and its future hopes of recovering its mass appeal. He is good-looking and an accomplished television performer (but "does not smile enough", according to an MP of his own party). Inside gossip has been talking of him as a possible future leader for some time, but he owes his present spell in the limelight to a combination of political chances.

John Smith's heart attack last month put him temporarily out of action, leaving it to Brown, his number two, to lead the Commons attack in the debate on the autumn financial statement.

He seized his chance in a *tour de force* of statistical aggression which dispelled doubts about his ability to turn his statistics into fireworks. This success came only two days before Labour MPs began voting for the Shadow Cabinet. Brown, who had only scraped in the previous year for the first time, topped the poll.

His career has always had a hint of the infant prodigy. His father was a Church of Scotland pastor, whose practical philanthropy and recollections of the poverty he had seen as a minister in Govan in the 1930s made a strong impression on his son. The Calvinist conscience has been an enduring factor. As a schoolboy in Fife, he was caught up in a curious local educational experiment. Hundreds of children had their schooling accelerated to put them a year ahead and improve their chances of entering university. This educational forcing-house shot Brown into Edinburgh University at the age of 16.

He thrived under the pressure, gained a First in history and then stayed on to work for his doc-



torate. If some observers whispered the word "swot", it had to be admitted that he was much more than a swot. At school he had played Rugby hard until a kick on the head caused an injury which eventually led to the loss of one eye. He still misses the robust sports which he had to forego.

Throwing himself with equal energy into college politics, he was the central figure in a bizarre academic confrontation. The university court, its governing body, was felt by many students to be too elitist and remote from the community. They discovered that the Rector, customarily a distinguished old buffer who appeared only on ceremonial occasions but elected by university members, had the right to take the chair at meetings of the court.

Elected as boy Rector at the age of 21, Brown exploited his constitutional powers with such gusto that the authorities attempted to dislodge him. The

dispute ended in the courts. The outcome was only a partial victory for the students, according to George Foulkes, chairman of a university committee set up by Brown to frame reforms. The Establishment in-fighting was brutal — it was, Foulkes says, "a baptism of fire for a very young man — a lesson in how power-broking takes place, and how to mobilize forces".

Brown says today that "the experience persuaded me that the Establishment could be taken on", passing on hastily to add that he had gone on working hard at his studies throughout, as if one had suggested that it had been all play and no work for him at university.

By now he was deeply engaged in Labour Party politics. At the 1979 election he fought in what was then regarded as the safe Tory seat of Edinburgh South (it went

Labour in 1983, like so many others). Edinburgh is a small world, and Michael Ancram, his opponent, had been a member of his university reform committee. "He was a very hard worker," Ancram recalls. "That is the secret of his success in a party which sets little store by homework. He became rather too intense in that campaign, possibly a sign of immaturity."

Perhaps his luck served him well in keeping him out of national politics in those years when Labour seemed to have set its heart on digging its grave. He made no enemies and gave no hostages in the conflicts of that period.

Finding a more winnable seat to contest next time involved a certain amount of "masterful" footwork within the party, according to Foulkes. In 1983, Brown duly secured his place at Westminster. "What struck me then was how he deliberately avoided

**BIOGRAPHY**

1951: Born in Glasgow, son of the Rev John Brown. Educated Kirkcaldy High School and Edinburgh University

1972-5: Rector, Edinburgh University

1975-76: Temporary lecturer, Edinburgh University

1976-80: Lecturer, Glasgow College of Technology

1979: General Election. Fought Edinburgh South, unsuccessfully

1980-3: Journalist and current affairs editor, Scottish TV

1983: MP for Dunfermline East

1983: Chairman, Labour Party in Scotland

1985: Opposition spokesman on regional affairs

1985-87: Opposition Front Bench spokesman on trade and industry

1987: Shadow Chief Secretary of the Treasury

November 1988: Top in MPs' poll for Shadow Cabinet

though his name has been linked with those of several intelligent women, and one Central European princess. He has two brothers, and there are said to be strong but rather inarticulate family ties. He admits to playing the piano, and again changes the subject quickly.

One might suppose a distaste for all that inescapable side of politics (especially Labour politics) which has to do with hears worn upon the sleeve. If so, there was a paradox in his choice of PhD thesis, which involved his sympathies so much that he found time to develop it into a highly-regarded book, published last year.

His subject was James Maxton, one of the heroes of Glasgow socialism between the wars, a romantic, warm-hearted and quixotic figure who might appear the antithesis of Brown in personality. Oddly enough, Jimmie Maxton was also involved in mighty battles over a university rectorship.

"There is less of a contrast between them than you might think," says John Maxton, MP, grandson of the man who led the Independent Labour Party into the wilderness. "They came from the same background of Presbyterianism and self-help through education. And there are lessons to be learned from Jimmie Maxton's failures."

Learning lessons is something that Brown is an expert at. His reserve has more to do with shyness than cold-bloodedness. In the last parliament, it is said, he was notable for "always having his head in a book" and never appearing in the bar and the tea-room to polish up friendships. He no longer neglects that necessary side of political life.

If he still lacks the skills that may be needed in future to make an appeal to a mass audience, he will apply himself to learning them with dogged intelligence. His present sudden success as a politician's politician is unlikely to represent the summit of Gordon Brown's career-plan.

George Hill

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**THE SHADOW OF DIABETES**

**BRITISH DIABETIC ASSOCIATION**

## Taking the sting out of a bad sale

Silence has fallen over the case of Mrs Penelope Luxmoore-May against the Guildford auctioneers Messrs May Baverstock since the summing up by Mr Justice Simon Brown. The rumour was about two paintings of fox-hounds she sent for sale in March 1986 which were catalogued as English School by the auctioneers.

Having rejoiced that the paintings (which she did not particularly like) fetched £800, Luxmoore-May was furious when they were resold at Sotheby's for £88,000 four months later, catalogued "George Stubbs, AKA".

The court heard aspersions cast on the professionalism of both Messrs May Baverstock and Sotheby's, and even Judy Egerton, the acknowledged expert on Stubbs, who stands by her opinion that the paintings are "honest copies". They are now in the collection of Paul Mellon, the American owner of a prestigious English art collection and someone who reckons he knows his Stubbs.

The case has sent a chill through the ranks of potential vendors. Is there any way of avoiding the pitfalls? Occasionally, the auction houses pay compensation. It happened last year after a painting which had sold for £170 at Sotheby's Chester office subsequently fetched £418,000 at Christie's, correctly attributed to the Renaissance artist Sebastiano del Piombo. But on the whole, recompense is hush-hush and rare.

Despite this, the turnover figures at Sotheby's and Christie's indicate that more and more private buyers are choosing them both as experts and sale outlets. But they would be wise to remember that as the pressure inevitably increases, the auction house has less time to do its homework. And its priorities, such as an urgent need to pump out a given forthcoming sale, are not evident to the vendor.

**artfile**

A weekly look at the art world

Sarah Jane Checkland

provision for "patients". A new source of advice is the British Antique Dealers Association, for a cost of £150. "If you've got your two paintings of dogs, you send them along to our offices in Rutland Gate where a vetting committee of three will consider them," says Christopher Clarke, the president.

But there are hitches. First, the vetting committee is "primarily concerned with identification, not valuation", and second, you have to bring the object into London. This month, the association is offering a further service: anyone who rings 01-823 7608 and pays £5 will be directed to a local dealer and thenceforth to attribution. The proceeds will go to Mencap.

Another source of help could be the new hybrid emerging on the art scene: the consultant-cum-dealer. These are experts who have recently left Sotheby's or Christie's and cannot yet afford to be fully-fledged dealers. They offer their art market experience without the constraint of loyalty to their previous employers.

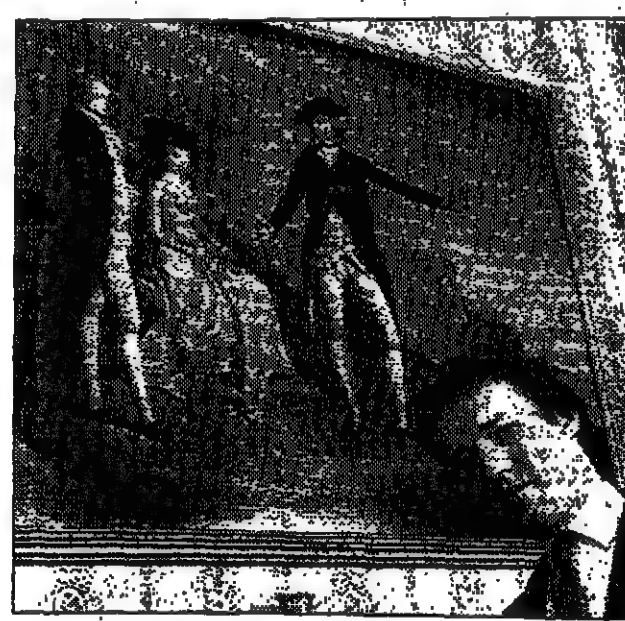
One such is John Winter of Trinity Fine Art, a Milan-based expert who handles a multi-million dollar art portfolio including pictures, furniture and silver. Apart from his speciality — European sculpture — he knows the best outlet for a given commodity.

In the United States he offers Spanish-looking works in the south, and works with an English flavour to Boston. Prices for his forthcoming exhibition at the Harari & Johns Gallery in London are 15 times higher than in Italy.

considers the most advantageous venue, whether at public auction or privately. He takes 10 per cent commission if the sale is private, and nothing if it is at auction (getting a commission from the auction house instead). "Just as if you were selling a piece of land worth £100,000, you take professional advice, so you should with a work of art," he says.

One of his recent undertakings was to sell, on behalf of English private clients, *The Laundry Maids*, by Degas. It sold for £3.9 million at Christie's last March.

There may be reasons why a sale should be delayed, he says. "Middle-bracket Old Masters, frankly, aren't doing very well at the moment, but if you have a minor Impressionist or a Scottish Colourist, this is the time to sell."



Knowing when to sell: the independent advisor Robert Holden

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# TIMES DIARY

ALAN COREN

It may be that I should, on Wednesday, have empathized less with Kenneth Baker had I not been doing so at 21 Craven Hill, Bayswater. This is not to say, mind, that I have not always had something of a soft spot for the Education Secretary: a politician who has produced a book of poems entitled *I Have No Gun But I Can Spit* may be forgiven much — even the fact that he once taught gunnery to the Libyan army, when teaching them to spit might have been not only privately more consistent, but also globally more sensible.

Now, Craven Hill is the northern slope of Notting Hill, and I arrived at Number 21 of the former via the stone's throw which separates it from Number 45 of the latter, this being my shortest route home from the National Curriculum Council, whither I had gone to collect the just-published *English for Ages 5 to 11*, the spunky little pamphlet commissioned by Mr Baker's department.

As I strolled down Craven Hill, I noticed a rocking horse atop a pole, because this is the kind of thing you do notice, especially if the rocking horse is looking down on a full-size Regency locomotive. I crossed the road, to discover that these two engaging items stood sentinel to The London Toy Museum. Since I had never visited it, since it offered a coffee-shop, and since there could hardly be a fitter place to read a treatise on 5-11 education, I gave serendipity its head, and went in.

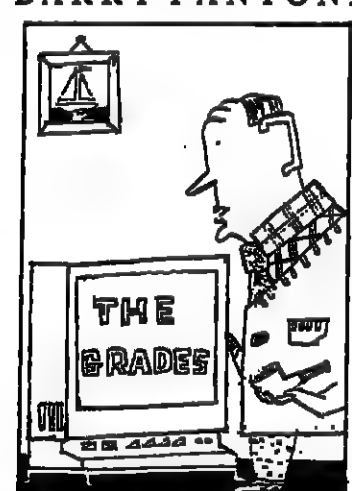
The coffee shop turned out to have the best view from its windows of any coffee shop I had hitherto seen. It looks out over a lake, and beside the lake runs a railway, but this landscape would be clearable in a single bound, if you had a bit of a run at it, because it is a scale model. Beyond the rim of your cup, yesteryear's steam trains chug by, and even as they prick adult nostalgia for the real thing, so they reactivate infancy's greed for the wondrous miniatures themselves. You cannot have either, any more, says the view.

When I finally managed to drop my blurring eyes to *English for Ages 5-11*, it turned out not to be too bad, as pamphlets go, despite itself giving hospitality to too many sentences which only a bureaucrat would identify as English. But it was supportive of standards for the written language to which those who care about it could take little exception and its plans for achieving those standards seemed wise and practical enough.

It was only when it addressed the pricklier topic of spoken English that it chickened unforgettably out. "It is," murmured the pamphlet, "unrealistic to require children to speak Standard English in the classroom if it is not their native dialect," a view with which I would not disagree, did the pamphleters not go on to explain that non-standard English embraced such uses as "we was; he ain't done it; she come here yesterday; they never saw nobody..."

This is not non-standard English, it is standard non-English, and I cannot see how a child can be taught to appreciate what comes off the page if he is that insensitive to what comes off the tongue. Since this was the recommendation which I gathered, most disturbed Mr Baker, it will now be seen why heart cleft to heart last Wednesday, and how the Toy Museum fitted in for the place is about the way childhood things once were, and he and I received short shrift from non-standard English, then. In wet weather, my ear still smart.

BARRY FANTONI



Not that there isn't a curious conundrum which requires solving if we are to take this matter seriously: why does a particular charm attach to kids who don't talk proper? The Toy Museum was packed to the gunwales with riotous school parties, and as I finished the pamphlet and began my tour, I came around a corner to have my knees collided with two tiny shriekers. They recovered, and looked up. "Sorry," said one, "me and him was looking for the wossname."

As a piece of communication, it was a mite short on clues, but it had, I don't know, a kind of poetry. It went with their rolled-down socks and unkempt nostrils — well, you had to be there. I should like them to get the bits sorted out before they hit man's estate, but there is no gainsaying the appeal of a tot's gamey demotic. Why should this be?

A further question, prompted by the fact that beneath the cheery cacophony, the most noticeable noise at the Toy Museum is rhythmic background thudding. It is the sound of tiny foreheads banging against display cases in a desperate bid to get closer to the fire-engine and fort. Why do children take so long to comprehend plate-glass? My own spent several years in Elastoplast before outgrowing the habit, but museums, I don't understand this. Even a bumblebee eventually twigs.

Shall I recommend the Toy Museum? It's a magical spot, but you have to be a brave big soldier if you are not to wallow uncontrollably before Meccano windmills and balsa Blenheims and Dinky vans with signs on for Virrol and Gormolee, and umpteen buses with passengers painted in their windows who gaze imperiously at you in the enchanting Tin Toy Room.

And what a delightful name that is! I have noted it down, in case I am ever called upon to christen a Burmese.

There is rising alarm about overseas takeover bids for British companies. The outcry over the Swiss firm Nestlé buying Rowntree was typical. Last week at the CBI conference new restrictions to "tighten up and slow down" the bid process were proposed.

While there may be a need for changes in the rules governing takeovers, the proposals carry dangerous mercantilist overtones. They fly in the face of the fundamental shift from trade to investment taking place in the world economy — a shift from which Britain has much to gain.

One of the most pervasive and destructive fallacies of the 18th and 19th centuries was mercantilism — the idea that a country is better off the more it exports and the less it imports. The immiserating consequences of this beggar-thy-neighbour outlook were widely recognized only after the global recession of the 1930s. The new post-war institutions — the IMF, Gatt and the World Bank — were set up partly to control the spectre of mercantilism. They made possible the liberalization of trade that fuelled the unprecedented economic growth of the 1950s and 1960s.

The world economy has changed since then. The big

initial gains from trade in commodities and manufactured goods have been reaped. Protectionism has hardened around sectors such as agriculture and textiles, where the developing countries are the major losers. In the advanced economies, it is the service sectors which have become the growth leaders and employment generators. It is this services revolution that holds the key to releasing the next global burst of growth, not through trade but through international investment.

International direct investment — more than half of which is mergers and acquisitions rather than "green field" development — is the vehicle by which service-intensive companies reach into foreign markets. A hotel business cannot export. If it wants to expand internationally, it must invest in the target market. A computer manufacturing company is unlikely to succeed abroad without local repair and support services.

IBM recognized this principle early and built its international success on overseas investment.

Over the last five years, foreign direct investment (FDI) has grown at a real annual rate of over 20 per cent, compared to the growth of world trade of about 3 per cent per year. Trade flows are still larger than FDI, but such a comparison is a deceptive indicator of their relative importance. A large share of trade is FDI-related: it represents goods shipped between parent companies and their foreign subsidiaries. Figures are unavailable for Britain, but for the US in 1987, one third of its total exports went to US-owned companies overseas and an additional 23 per cent of US exports were from foreign-owned firms in the US back to their home countries. Thus more than half of US exports were FDI-related. The comparable figure for Japan is 41 per cent. Similarly on the import side, 52 per cent of US imports and 57 per cent of

Japan's represent transactions between parent companies and overseas affiliates.

The second reason that simple comparisons of, say, exports and outward FDI is misleading is that one is not comparing like with like. It is not the initial investment itself that serves the foreign market, but rather the future stream of local sales made possible by that investment. In fact, if the investments are locally financed — as more than half are — they will not even show up in the FDI statistics.

The relative importance of trade and international investment in reaching foreign markets can be shown by comparing exports to a given country with the local sales of its foreign subsidiaries.

Again taking the US case where such data are available, this comparison shows that for six out of its ten biggest trading partners, the local sales of US-owned firms are larger than US exports to these countries. The

same pattern holds on the import side for the 12 richest OECD countries, only Italy exported more to the US than its firms sold locally in 1985.

It is clear that the real trends in economic interdependence can no longer be discerned from trade statistics. And the real battles for global competitiveness hinge on international investment strategies.

How are Britain's firms placed in this new competitive playing field? Is it the case, as John Banham, the director-general of the CBI, claimed last week, that because the field isn't level (as it never can be when different legal and political traditions are involved), Britain should erect barriers to inhibit foreign investment through takeovers?

Let us be clear that this would amount to the modern equivalent of the mercantilist policy of import protection. Protectionist barriers — whether against imports or foreign investment — act to keep foreign suppliers out of

the home market. They protect producers at the expense of consumers. They protect established industry and labour at the expense of new businesses and the unemployed.

Britain is very well placed to take advantage of the new "gains from investment" wave of economic growth. British companies have a head start and they have been aggressively lengthening their lead. Their stock of overseas assets is second only to the US, and nearly double that of either Germany or Japan. Over the past three years, British FDI has exceeded that of any other country.

Britain is the largest investor by far in the big US market. If the DTI were to publish figures for British exports to foreign countries and for local sales by British firms abroad, the size of the UK trade deficit would pale into the insignificance it deserves in assessing long-term questions of economic policy and competitive strategy. It might also help to stimulate a more informed public debate about the consequences of applying naive mercantilist notions to the growing network of international investment.

The author is Director of Economics at the Royal Institute of International Affairs.

DeAnne Julius puts foreign takeover bids in perspective

## Investing in prosperity

Bernard Levin

## Obsession called to account



Suppose you were taking an early morning stroll on, as it might be, Wandsworth Common, or for that matter Cleckheaton Moor, and you suddenly came upon an enormous boa constrictor with a bulge halfway down, as in cartoons of boa constrictors, in the shape of a man. You rush forward to do what you can to save him from his dreadful fate, spurred on by his muffled cries, but even as you reassure him that help is at hand, you are able, for the first time, to hear exactly what he is saying. To your astonishment, he is imploring you to go and fetch a larger boa constrictor and persuade it to swallow the one in which he is being engulfed. By a strange chance, such a super-giant snake slithers by at that very moment, and with a little encouragement from yourself, it does indeed eat its fellow — interior human meal and all — for breakfast.

The bulge is now somewhat shapeless, and the cries from within inevitably fainter; but as you put your ear to the outer scaly beast, you can still hear the doubly-eaten man. No doubt about it, he is demanding that you should fetch an even bigger snake and repeat the process.

At that point, you may be pardoned if you make an excuse and leave. But this story is not entirely gibberish. The snake is a metaphor, but the inexplicable conduct is real, and I found it in the *Agony Aunt* column of the *Financial Times*. Listen to this:

"Three years ago I decided to sue a firm of chartered accountants for professional negligence (firm A). My solicitors recommended that I engage another firm of chartered accountants (firm B) to investigate my complaints and prepare a report. After constant prodding and the payment of over £20,000 in fees, firm B produced the report... It was incomplete. The partner who produced the report then left the firm... the firm refused to accept my stipulations... and they resigned... Can you tell me please, what practical remedy I have against firm

B... I believe... that I should sue them for the return of the fees already paid, and then start all over again with yet another firm of accountants... or is there an alternative?"

Well, yes, there is: a foaming tankard of prussic acid, downed in one gulp with a cry of "Mud in your eye". It is widely agreed that there are 26 letters in the alphabet; our litigious friend has reached only C so far, but he is plainly in a sufficiently filthy temper to go past Z and transfer to Greek or Cyrillic characters, in no time at all. Moreover, he has even more chances of ruining himself, because it cannot be long before he begins to look askance at the solicitors who put him on to firm B (the FT's Proops department concluded its advice with the ominous words "You should ask your solicitor how to proceed now"), and once they are in his sights, he will need Roman numerals too. Did you ever? From the facts

supplied, he is already 20,000 quid in the hole, plus what his first solicitors whacked on for suing firm A and for dealing with the unsatisfactory firm B, not forgetting how much he lost on firm A's alleged professional negligence in the first place. Do you really feel now that my pretty conceit of the concentric boa constrictors was coming it a bit too strong?

Gambler at the roulette wheel are notorious for staking all on one last throw, designed to recover all their earlier losses and a good bit over, but the number who succeed by that means in gaining enough to buy a couple of gold-plated ocean-going yachts is vastly outnumbered by those who go straight from the green baize to the bankruptcy courts, leaving their children waiting for bread. Can nobody persuade our litigious friend to cut his losses

now? (Certainly the FT won't; it is plainly egging him on.)

Lawyers must live. Yes, but they don't have to have caviar at every meal. "Tis pride that pulls the country down, and our stiff-necked Ajax will pull himself down if he goes on like this much longer. Of course, he will say he is in the right, and for all I know he is — nay, firm A may be composed entirely of dreadful dunderheads and firm B of persistent wit-beaters.

Let us suppose also that Ajax is immensely wealthy, so that he can easily afford to go on for many years shelling out for his vengeance, muttering all the time "It's not the money, it's the principle of the thing." But the energy and the time that he is expending should surely give him pause: what shall it profit him to grind his opponents to powder if he grows grey, lined and stooped in the grinding?

How hard it is to say those simple words: You win. How

much easier to remember Omar: Another and another slip to drown. The memory of this impetuousness!

Obstinacy is almost always a form of vanity, very frequently articulated in the simplest terms: they can't do that to me. Which is all very well before they do it, but when they have done it, wise counsel ought to prevail, though it practically never does. *L'esprit de l'escalier* can take a sinister form: by the time some people have muttered "I should have come to dominate their lives," three times, the terrible realization that they didn't has come to dominate their lives.

For some, indeed, it becomes their lives entirely: every now and again the Attorney-General has to use the *nolle prosequi* weapon against a contumacious litigant who would otherwise go on issuing writs and pursuing them to the end of time. No doubt some of these poor devils are entirely in the right, so that

strictly speaking an injustice has been done to them, but if hard cases make bad law, mad cases make worse. Ajax is not mad; he is only obstinate. Yet the distinction is too fine for comfort. If he had invested the money he has spent so far on his obsession he would surely be healthily on the right side of the ledger, but I fear that my pointing it out will only fuel the flames of his unassuageable fury.

The old proverb says that... we have to eat a peck of dirt before we die; but we also have to eat our hearts out, to eat our words, and to eat humble pie, and we had better start to tuck in as early as possible, lest we should be told, as we hang back from the table, to go and eat coke.

*J'y suis, j'y reste*, admirable sentiments for a brave commander in war, defending a crucial position; not quite so admirable for a litigant devoted to the practice of throwing good money after bad. Hopeless causes may be noble, but their nobility does not cure their hopelessness. It is not only lawyers but economists, political scientists, and even poets, who are driven to the point where they are ever out of reach. James Thurber wrote the classic defence of such obstinacy in *The Moth and the Star*, but that was a fairy story, and fairy stories don't happen in real life.

Ajax, give in. No one will think the less of you; if anything, they will admire you. Moreover, I am willing to lend you a hand: if, having given in, you will send me the names of the leading figures among your tormentors, I shall write you a series of appallingly indecent litericks about them (I am very good at litericks), which you can recite to your dinner guests or, better still, send anonymously on postcards to the tormentors themselves. After all, if the litericks fail to annoy them, you can always sue me.

Commentary • RONALD BUTT

## British and better

There are two ways of looking at British politics just now. On one view, the hegemony of the Thatcherite Tories is so intellectually and popularly impregnable that nothing can shake it, least of all a Labour Party whose fundamental instincts are unacceptable to an electorate that has embraced Thatcherism as today's orthodoxy.

How can Mrs Thatcher (who has been in the vanguard of a realistic revisionism which has even influenced the communist world) possibly fail against such an opponent as Neil Kinnock, who would still so obviously be more at ease preaching fundamentalist socialism instead of the compromises which events and Mrs Thatcher force him grudgingly to accept?

But alternatively, it could be argued that British politics is just beginning to open up again and that Mrs Thatcher's dispensation is not inoculated against the irrevocable historical rule that all political success contains within itself the seeds of its own defeat sooner or later. It is true that Mrs Thatcher has changed things (if not quite "everything", as she has claimed) and that what she has done will not be crudely reversed. But a lesson of history is that most successful rulers eventually either create grave problems for themselves (often by pushing their luck) which diminish the end of their terms of power or leave trouble to their often luckless successors.

It is arguable that there are signs of such problems now; that although the public wants Thatcherism, low taxes, private enterprise and personal enterprise, it also wants better social and public services; that it is not happy with what it suspects are

the Government's underlying instincts in respect of both and that, if the economy begins to turn down and inflation is not contained as easily as the Chancellor thinks, the Conservatives could be in trouble.

Whether events will justify this view or that of Thatcherite impregnability, I do not know, though my guess is that Mrs Thatcher's ability to temper conviction with pragmatism will see her through any attack that Mr Kinnock can mount. But there can be no doubt that our political system will enable us to test the merits of the rival causes and, by the continuing political dialectic it fosters, to move on to the next phase: understanding in detail both the merits of the rival causes and what is at issue.

After watching the politically demeaning process by which the American presidential election has been conducted, I am more than ever convinced of the superiority of our own system and political traditions. It is not simply that the American election is the triumph of the ad-man's craft or that the candidates are degradingly sold to the public like consumer goods in soft focus. Nor is it principally that the campaigning is scarred by personal viciousness and public scavenging for dirt about candidates' private lives, while politics generally is disrupted by 12 months' frenzied bidding for support.

The fundamental flaw in the American system is that neither rival policy-making nor the political personalities of the alternative policy-makers are subject to the sustained critique to which British politicians must submit. Week by week, the

British prime minister and her colleagues are subject to challenge in Parliament, where every policy proposal is argued over and the prime minister and ministers must encounter the acknowledged claimants to their offices. Perhaps even more important, week by week the opposition's policies and would-be ministers are likewise tested.

But subject to the reserved (and often snuffing) powers of Congress, the American president has a freehold of his constitutional power. There is no continuing party hierarchy and machine to produce alternative policies for airing throughout his presidency; nothing equivalent to the parliamentary and party political process by which the policies to be put to the electorate (particularly by the opposition) are evolved throughout the whole of a parliamentary term.

Nothing save corruption, total physical incapacity or death can remove an American president (in which event his successor is one whom neither his party nor the country would have been likely to choose). Party politics as we understand it is as good as dead between elections and there is no way in which the challenger for the presidency can evolve from it or be tested against the incumbent.

American presidential nominees are found by a travesty for politically saleable candidates and sometimes they are fished almost out of the blue, as in the case of the seven Democratic dwarfs from whom Michael Dukakis emerged as the best of a poor choice. Moreover, the presidential candidate must have money; the gradual and tested rise to the top (without

prior money-making) of a Thatcher, Kinnock, Callaghan, Heath or Wilson is almost out of the question.

During the campaign American candidates are programmed to accept what the advisers say must be said, or left unsaid to gain power. Thus George Bush comes to office after a campaign committed to policies which contradict each other: no tax increases but also no defence cuts and some sort of a freeze on the total budget which could not be achieved without cuts.

The virtue of our system is that the politician who reaches the top of his party is tested politically all the way by a process relevant to national politics. He must be convincing enough to be selected by the local representatives of his party; must then be elected by the voters and in the Commons must impress the House and his leaders enough to rise on the ladder to No 10 or opposition leadership. At every step it is a challenge by equals.

In opposition, moreover, the would-be prime minister must present his forces as an alternative government and deploy his policies which are scrutinized at every step, with the campaign itself only a climax. By then, the voters are pretty familiar with who and what is on offer.

Testing is now about to begin of Thatcherism's ability to come to terms, in a manner acceptable to a public which values balance and moderation, with problems arising from its own doctrine and achievements. The credibility of Kinnockism will be rigorously on trial. We shall be well informed by stages and we shall not have to buy a pig in a poke in 1991.

NOV 17 ON THIS DAY 1966

### THE TIMES

Among the later public undertakings to which Bertrand Russell, mathematician and philosopher, gave his name was the International War Crimes Tribunal in which a bench of celebrated international lawyers asked to try the United States on charges arising from its Vietnam policies. The tribunal returned a unanimous verdict of guilty.

### LAME START FOR RUSSELL WAR CRIME TRIBUNAL

FROM A STAFF REPORTER

If the curtain-raiser in London yesterday to Bertrand Russell's International War Crimes Tribunal was anything to judge by, its "trial" of the United States for alleged war crimes in Vietnam is a failure before it starts.

Lord Russell wants to wring the world's conscience with a fearless public examination in Paris next March of American actions in Vietnam. He has invited President Johnson to defend himself, or send a representative, and he deeply regretted resignations of sponsors of the Bertrand Russell Peace Foundation. They include Presidents Nkrumah of Ghana, Kenyatta of Kenya, and Senghor of Senegal. Lord Russell says they have yielded to intolerable pressure from the United States. Emperor Haile Selassie of Ethiopia is said to have resigned as a sponsor, too.

Seven of the 16 members of the tribunal appointed after three days of meetings in London were absent from yesterday's press conference. They included Jean-Paul Sartre, Simone de Beauvoir, Lezard Cardenas, former President of Mexico, Stokely Carmichael, American leader of the Student Non-violent Coordinating

Committee, Dave Dellinger, American pacifist, Professor Shochi Sakata, Nobel prizewinner, and Professor Laurent Schwartz, a Paris University mathematician.

Fellow-members, however, assured reporters there was no question of their withdrawal. Their missing colleagues were kept elsewhere by other engagements.

Scrupulous examination of the facts about American actions in Vietnam has been promised in order to deliver a "serious and impartial judgement". But journalists scrupulously trying to get at facts about the tribunal and its "impartiality" found straight answers scarce. After some two hours, reporters departed muttering about a "farce", a "one-ring circus", and wasted television film.

It hardly got off to a good start. Lord Russell, the star performer who has been appointed honorary president of the tribunal, was half-an-hour late, recited his speech from a handout everybody had, and then left before anyone could ask him questions.

Amado Hernandez, poet laureate of the Philippines, insisted on reading the aims and objects of the tribunal, which everyone had a copy of, in spite of an appeal that it be taken as read to allow more question time.

Hernandez said American aircraft were dropping 4m lb of bombs in Vietnam daily. If this rate continued it would constitute more explosives than the United States Air Force unloaded in the Pacific in the Second World War.

American forces and their docile Saigon allies had herded eight million people, peasants and their families, into barbed wire enclosures under surveillance of the political police. Chemical poisons were defoliating and making barren tens of thousands of acres of farmland.

150-151





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## SHADOWS IN THE WINGS

In their two days at Rottingdean, planning Labour's campaign against the Government, Mr Kinnock and his Shadow Cabinet colleagues are entitled to feel more optimistic, despite Govan, than would have seemed justified six months ago. This is partly because of the difficulties facing the Government, which has bogged itself down in the swamp of social security philosophy without having clarified its own thinking.

More important, however, is the emergence at last of a new cadre of politically effective shadow ministers who are potentially capable of exploiting the Government's difficulties. They are men willing to rebuild Labour policies on a degree of acceptance of the political sea-change wrought by Thatcherism. They are able to master the technicalities involved and match ministers in debate.

The tired minds of those whose thinking and rhetoric were set in the post-Wilson period are outshone by a group of younger and brighter men. They accept that their role as professional politicians is to win and use power to implement the general purposes of a moderate collectivist party and not to condemn Labour to perpetual defeat by insisting on socialist doctrine which the electors do not want.

The rapid rise to prominence in the Commons of the shadow Chief Secretary, Mr Gordon Brown, is a symbol of the change. His election to first place in the ballot for the Shadow Cabinet indicates a significantly more pragmatic mood, even in the broad ranks of Labour MPs. He has benefited, of course, from the unfortunate absence of Mr John Smith, the shadow Chancellor, after a heart attack. But Mr Smith is also in the new mould. Together they represent a formidable challenge to the Chancellor of the Exchequer at a time when he has run into heavy weather largely through his own fault.

Mr Bryan Gould, who has probably been the single most influential driving force in the rethinking of Labour policy before and since the last election, is likewise an impressive opponent of the Trade and Industry ministers. For his part, Mr Tony Blair, the young shadow Energy Secretary, is a skilful exponent of his party's case in the House and in the media.

A formidable Labour assault force is thus deployed on the crucial economic and indus-

trial front. But in Mr Robin Cook and Mr Jack Straw, at Social Security and Education respectively, Labour also has an effective team on the social side as well.

Although short of ministerial experience, the Labour Party now has a nucleus of potential Cabinet quality. Yet it still has handicaps likely to doom these talents to frustration. One is the grip of the left on the trade unions and the constituency parties. This has been addressed by Mr Kinnock's attempt to re-found Labour on the basis of individual membership.

More serious are the doubts about whether Mr Kinnock is equal to the task of challenging the Prime Minister and commanding public confidence. These considerations could be decisive in Labour's fortunes. If the leader is not judged competent to govern, then the party will not be chosen.

Mr Kinnock has shown courage in standing up to the left, accepting the evolution of Labour policy to take account of public opinion and reshaping his party to give greater influence to the parliamentary leadership. Yet he also shows the old pathetic faith of Labour leaders in the verbal sleight of thought required to conceal differences that would be better confronted. His convoluted defence posture is the most conspicuous example.

Still more damaging to him potentially is his failure to grasp the principles and technicalities of economic policy — a failure he regularly displays whenever he ventures into argument and judgement on these subjects. He will have to master them if he is to be seen as a credible alternative Prime Minister. It is not enough to be a synthesizing front-man.

Labour will stand or fall by its ability to convince the voters that it is capable of steering a prospering economy. All its other talents will count for little if the leader is thought inadequate in this respect. Yet Labour is most unlikely to dispense with Mr Kinnock's leadership, being notoriously less ruthless with unsuccessful leaders than the Tories are.

Moreover, Mr Kinnock's deputy, Mr Roy Hattersley, is himself an outmoded figure still moved by the egalitarian reflexes of the sixties. While Labour's front-bench as a whole is beginning to look unexpectedly good, the leadership does not — and it is here, of course, where it matters most.

## DR CROCKER'S REWARD

Eight years ago an American academic proposed a new tack for US policy towards South Africa. In a now famous, and much derided, article on the need for "constructive engagement", Dr Chester Crocker suggested that American policy-makers would be wise to "underpromise and overdeliver — for a change". This week Dr Crocker, who has been US Assistant Secretary of State for Africa for the past eight years, delivered.

Barring unforeseen accidents, the consensus which he brokered in Geneva between three most improbable partners — South Africa, Angola and Cuba — should be ratified by their respective Governments. Dr Crocker will then be able to claim American policy's most important African prize: a free and internationally recognized Namibia.

The agreement is a personal triumph for Dr Crocker, won in the face of constant and destructive sniping from domestic critics from the left and the right. But he did not win it single-handed. The Geneva consensus on the timetable for a staged withdrawal of Cuban troops from Angola — an essential prerequisite for Namibian independence since the Reagan Administration first conceded "linkage" between the two — was based as much on the new superpower politics as it was on a new sense of *Realpolitik* in Pretoria, Lusaka and Havana.

Ever since the start of the current round of talks in London some eight months ago, the Soviet Union has played a constructive, if peripheral, role. There is reason to assume that, with the situation in Afghanistan seeming to unravel by the day and impressed with the need to prove its good faith to the incoming US Administration, it finally spelled out the harsh realities of life to a reluctant Cuba.

Britain, too, will have been anxious for a settlement because of the justification it offers for the Prime Minister's policy of talking to, rather than shouting at, Pretoria. London has

played its part in talking both to the Soviet Union and to the front-line States.

The rejoicing in Geneva should not, however, obscure the fact that peace has not yet broken out. Once the timetable for Cuban withdrawal has been ratified, the UN Security Council will be required to endorse the agreements between Cuba, Angola and South Africa and to draw up adequate monitoring and verification procedures. Only then will the implementation of UN Resolution 435 and the countdown to Namibian independence begin.

There could be as many landmines on the road to peace in this troubled region as there have been in more than two decades of conflict. One is the continuing civil war between the Lusaka Government and Dr Jonas Savimbi's Unita. An essential element in the settlement process has been the tacit decision to leave the parties in a state of military equilibrium, equipped either to reach an agreement or to fight to the death without the help of foreign allies.

Another is the continuing need to persuade both South Africa and Cuba of the benefits of peace. For South Africa the advantages are obvious: the closing down of ANC bases in Angola, the end to an increasingly costly and sterile conflict, independence elections fought without the nearby presence of Cuban troops to endow Swapo with a special advantage, the easing of international isolation, and the prospect of a Namibia which is less of a drain on its resources — but remains critically dependent on its goodwill and its purse.

A South Africa newly willing to talk rather than fight would, however, have had no one to talk to if Dr Crocker had not persisted with "constructive engagement" long after the policy had been killed off by his Congressional critics. Today, the quiet American diplomat and his like-minded allies in Whitehall should be permitted a small smile of triumph.

## HEREFORD AND THE WORLD

Hereford Cathedral's decision to sell the Mappa Mundi was defended by the Dean and Chapter yesterday on the grounds that the cathedral is in desperate need of money. They deserve at least a little sympathy. It would be irresponsible to allow a bank overdraft — even ancient cathedrals have such things — to grow beyond the capacity of income to service it, and there are always more calls on money for good purposes than there are funds available.

There ought none the less to be serious doubt about the wisdom of this particular remedy for Hereford's cash crisis. It emerged yesterday that alternatives had not perhaps been explored as thoroughly as they might have been. Sotheby's, who have secured the agency for the sale, talk of the Mappa Mundi with only a hint of exaggeration as "possibly the most significant medieval work of art that has ever come on to the market". It would not be inappropriate to say that this work is now "up for grabs".

The Mappa Mundi, which has been in the possession of Hereford Cathedral since the 13th century and is the most important medieval art treasure in that region of England, will indeed be grabbed — quite possibly for a private collection abroad. But the National Heritage Memorial Fund, which exists precisely to purchase such works for the nation and which could apparently afford to buy it, was apparently unaware of the proposed sale until yesterday.

The Dean and Chapter say that they explored the possibility of selling their whole collection to a national body such as the Fund. But they do not appear to have discussed selling the Mappa separately. There seems to

be some muddle here, and it would be quite wrong to auction the Mappa as long as it remains unresolved.

As a particularly important part of the English heritage, the Mappa ought if at all possible to remain in England, on public display, and preferably in Hereford. Its ancient and original link with that city is part of the Mappa's identity. As a work of art, it gains from being at Hereford. It is, so to speak, the only proper frame for it. It is its home.

But the possible sale of the Mappa Mundi raises wider questions about the anomalous freedom enjoyed by the administrators of cathedrals over the disposal of moveable assets. Unlike parish churches, cathedrals are not subject to outside supervision in the disposal of their treasures, just as they are not at present subject to such supervision in alterations to the fabric. Had the Mappa Mundi belonged to a lesser church than Hereford Cathedral, those responsible would have had to justify their case before a diocesan chancellor before a sale could proceed.

The Church is taking steps to establish a mechanism of control and supervision over fabric alterations, by means of the Cathedrals Measure which recently received general approval from the General Synod. But it has not attended to the related issue of the disposal of art or other treasure.

The proposed sale of the Mappa Mundi demonstrates that this is an omission which needs to be rectified. Had permission for the auction been sought from a chancellor, he would certainly have asked, in public, the obvious question: has it been offered to the nation?

## Demand link in house planning

From Mr W. P. Winston  
Sir, The price of housing is high in south-east England. Elsewhere in the country prices are rising, perhaps to match. It is a cause for concern.

It is accepted today that as a rule wage or salary earners should be able to purchase their housing out of their earnings. Such investment is now becoming a significant inheritance for the succeeding generation. But the rise in the price of housing has exceeded the rate of inflation. Consequently it is becoming more difficult to purchase one's housing out of earnings unless assisted by an inheritance or a perquisite of one's employment.

This situation places many at a disadvantage and, indeed, the cost of housing has become a factor in wage or salary negotiations.

The release of land for housing is controlled by government working with local authorities, using the mechanism of the development plan. Since the rise in house prices exceeds the rate of inflation it must be attributable to market forces; to demand exceeding supply.

On the other hand, there is a reluctance to release more land for housing for two main reasons. There is the difficulty experienced in planning, financing, and then implementing associated infrastructure requirements, such as hospitals and roads, including motorways. Also, there is the policy, which has widespread support, of preserving the countryside from urban development.

At present housing policies in development plans are based on the demographic calculations of the planners. Undoubtedly this practice has contributed to the rise in the price of housing. It has contributed to making the rates an unsatisfactory tax.

There is now a need to introduce an element of demand, as measured in the market place, into planning. I suggest this is a coming challenge the planners will have to meet.

Yours faithfully,  
W. P. WINSTON,  
12 Grange Meadow,  
Banstead, Surrey,  
November 11.

## NHS research

From Mr Gerard Bulger  
Sir, Dr Christopher Paine (November 7) suggests that the NHS needs a stronger mechanism for assessing and implementing the results of health research. On the same page Dr Kenneth Barlow laments that health service expenditure has exploded beyond anything that Nye Bevan could have contemplated. I agree.

Britain has a very effective Committee on the Safety of Medicines, which monitors and licenses medicines for sale and prescription. Medical research, much of it sponsored by the drug companies, is performed to check the safety and efficacy of drugs.

A committee on the safety of medical procedures and practices could be set up to license NHS care strategies for managing patients. The NHS need only be concerned with delivering that care which is proven to be effective for the health of the individual and the nation. If doctors or patients want anything else they should be free to buy and sell such services in the private sector.

We should allow private medicine to expand in the same way as the alternative medical services. This would relieve the alleged infinite demand on health services.

The committee could ask Parliament if the NHS should fund certain procedures at all. At the moment doctors are the driving force of many changes.

Doctors would no doubt be upset about the limitation of clinical freedom that would result. I liken this to the lack of freedom a modern-day jumbo jet pilot may feel when he compares himself to a post-war pilot; yet those limitations, imposed by modern aids and strict protocols, allow tens of millions more people to fly in safety.

Yours sincerely,  
GERARD BULGER,  
58 Newark Road,  
Lower Clapton, E5,  
November 7.

## Pensions anomaly

From Mr Ruth Phillips  
Sir, In the light of the current debate about the targeting of pensions, I would like to draw your attention to an anomaly.

Any pensioner under the age of 70 (65 for women) who works and earns more than £75 per week has the pension reduced by the amount earned over that limit. However, should a pensioner have any other form of unearned income this in no way jeopardises the State pension.

Every one of us who has had a continuous working life has contributed money over the years, and it should be ours to enjoy free of conditions.

Yours faithfully,  
RUTH PHILLIPS,  
East Wood,  
Devizes Road,  
Derry Hill,  
Calne, Wiltshire,  
November 8.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number — (01) 782 5046.

## LETTERS TO THE EDITOR

### Wage increases in perspective

From Mr G. B. Miller  
Sir, Having successfully run a German manufacturing company for over 11 years, I am at a loss to understand the attitude of British managers and boards of directors to the question of wages and wage increases ("Industry leaders defend pay rises", report, November 7, later editions).

No German manager worth his salt would dream of agreeing to a wage increase of 8 to 9 per cent when the annual inflation was below 6 per cent, and then try to justify it on the grounds of "productivity gains".

Productivity gains are not necessarily permanent improvements in production rates. They reflect only the productivity achieved in the past and have nothing to say or guarantee for the future. One has only to look back at the sixties, when the pay freeze was on, to see how wonderful productivity agreements turned into the bitter reality of over-paid workers and uncompetitive factories.

German practice is simple and effective. The basic hourly wage increase is always negotiated as a percentage of the nationally-negotiated rate, not on the actual wage rate paid by the individual employer, and is usually at or below the inflation rate for the past 12 months. This increase, calculated as a sum of money on the national hourly rate, is then added to the hourly rate paid by the company to give the new rate for that particular grade for the year. This is effectively well below the inflation rate.

However, incentive bonuses are paid and can amount to as much as 50 per cent, as compared with

the standard 33 per cent in the UK. These bonuses are used in calculating the workers' average hourly rate for overtime and holiday bonus. Actual earnings may well increase at a rate equal to or higher than inflation, but these earnings truly represent increased production and an associated saving for the factory in overhead recovery. Unit production costs are not adversely affected.

In 1985, when the working week was shortened, most German companies reduced the calculated hourly rate by 2.5 per cent for each hour by which the working week had been reduced, since the law only requires the employer to pay the negotiated national rates — rates which are generally much lower than those paid by individual employers. They did, however, ensure that this reduction did not result in an ultimate reduction of the workers' rate compared with the previous year.

The German worker works hard because his reward is based directly on his efforts. Judging from the comments of British managers when asked why such large increases have been agreed, British workers are to be rewarded permanently for the productivity they achieved in bygone years!

I frankly do not believe it and am of the opinion that British managers are, as before, simply taking the easy way out by paying any increase which will keep the unions happy.

Yours faithfully,  
G. B. MILLER,  
68 Adisham Green,  
Church Milton,  
Sittingbourne, Kent,  
November 15.

### Rail and road needs

From Mr Nigel Seymour  
Sir, In discussing (leading article, November 1) possible ways of privatising British Rail you rightly point to the discouraging example of Amtrak. Set up by the US Federal Government for much the same purposes as BR was to set up its InterCity sector, it is to all intents and purposes a highly-subsidised public corporation which runs its trains on tracks provided by private-sector railway companies.

Amtrak is the only major example of a split between train operator and track provider, and it is not encouraging. It is because rail transport is such an inflexible mode, with every movement controlled by signals, that such a split does not really work.

You are also right to stress that railways should be planned, maintained, and, in the event of privatisation, disposed of in the context of the nation's overall transport network and the needs it has to serve. Although the same Government department has been responsible for both road and rail networks since its creation in 1919, there has been, and still is, a lamentable lack of any co-ordinated planning of road and rail facilities.

May I cite two current examples. One is the need for a new "hub terminal" for coach services in London; proposals for building such a terminal at Marylebone and then at Paddington have both faded away. The best solution now available would be a terminal at Olympia, directly above the Underground station.

The other example is the possibility of building, near Tilbury, a crossing of the Thames estuary serving both road and rail

traffic. The road would be a northward extension of the M2 (subject to toll) linking with the A13.

The railway would be part of a new route from the Channel tunnel, providing for both 300-km/h trains running to a terminal at St Pancras (via Barking and Tottenham) and also, via a "London bypass" (with a station at Stansted Airport) to Peterborough and points north; and for Continental-gauge freight trains serving a new terminal close to either the M18 or M180.

Yours faithfully,  
NIGEL SEYMOUR,  
63 Esmond Road, W4,  
November 10.

From Mr P. J. A. Cameron  
Sir, The analogy in Mr Crow's letter (November 8) of roads performing like drainage pipes unfortunately did not go far enough. The chief source of inefficiency in a drain is at a junction, where turbulence results from the side flow joining the main stream. So it is with roads, and the M25 is the prime example.

Every junction on a road results in a loss of efficiency and therefore reduced capacity. If those junctions on the M25 that do not connect directly with the primary route network were to be closed the road's capacity would be substantially improved. Alas, in this case this is a political rather than an engineering decision, but one which should be given greater consideration when designing similar roads in the future.

Yours faithfully,  
PETER J. A. CAMERON  
(Chief Assistant Engineer (Trunk Road Design),  
Cornwall County Council),  
Cob Cottage, Carnkie,  
Truro, Cornwall,  
November 10.

### Back to year dot

From Mr C. J. Tuplin  
Sir, The earliest use of the abbreviation BC ("New words for old", November 1), as distinct from negative counting before the birth of Christ, that I am aware of is in John Blair, *Chronology and History of the Ancient World* (1756).

Blair's chronological table, like Archbishop Ussher's, has a column of running figures headed "Years before Christ", but in other sections he employs the abbreviations BC and AC (sic) on only one table. The expedient is required because the table covers events either side of the birth of Christ and confusion would have resulted had he stuck to the practice, adopted elsewhere, of dating events by a figure giving the year before/after Christ without any identifying phrase or abbreviation.

The preface draws special attention to this use of BC and AC, suggesting perhaps that it was something novel (and in the case of AC, of course, not destined to become standard). It is, I think, significant that BC thus turns up in circumstances where special constraints of space within a tabular layout came into play.

Given the generous conditions of 18th-century publishing, there was nothing working in favour of abbreviating, e.g., "the year before Christ 480", when it appeared in continuous text (e.g., John Jackson, *Chronological Antiquities* (1752) *passim*) or even in the marginal dating of the Authorised Version of the Bible, and by the time we get to W. Mitford's *History of Greece* (1784-1810), though marginal annotations use BC, the main text retains the full form.

The full acceptance of BC as something respectable enough to be incorporated into, e.g., a historical narrative may therefore be a 19th-century development; and, to revert to the substantial issue, the actual use of Olympiad and AUG (*ab urbe condita*) dating by classical scholars persisted long after reliable tables existed to provide BC equivalents.

Yours faithfully,  
CHRISTOPHER TUPLIN,  
The University of Liverpool,  
Department of Classics and Archaeology,  
Abercromby Square,  
PO Box 147,  
Liverpool, Merseyside,  
November 10.

From Mr T. C. Daw  
Sir, Heat  
I remain yours etc,  
T. C. DAW,  
Canings Cross Farm,  
All Cannings, Devizes, Wiltshire.

### German attitude to Jewish past

From Mr Jack Garnel  
Sir, Jews have the right to take exception to your editorial article "Out of time" (November 12). You say that the "historical lecture" of the Speaker of the Bundestag (containing a chauvinistic revision of history) was "mistimed" and "in some, scholarly, circumstances it might have been a valid approach." The statement of Herr Jenninger that Germans (inducted by the Nazis) believed the Jews deserved to have "restrictions" placed on them (report, November 12) is a gross anti-Jewish slander in whatever circumstances such a speech is made.

Without reiterated unchallenged lies about the Jews there would be no anti-Semitism and would have been no anti-Jewish hysteria, culminating in the Holocaust. Herr Jenninger's neglect to repudiate the anti-Jewish canards suggested that the Jews, not the Gentiles, were to blame for anti-Semitism and *Kristallnacht*.

Yours faithfully,  
J. GARNEL,  
1 Sussex Court, Eaton Road,  
Hove, Sussex,  
November 12.

From Mr Henry Toch  
Sir, It is most appropriate that 50 years after *Kristallnacht* you should examine the reasons for Hitler's rise to power. Few would disagree with your statement "... Hitler's rise to power was not an inexplicable aberration." I would question, however, your claim that it "was built on the oppressive terms of the Versailles Treaty." Historically the Versailles Treaty was less oppressive than the terms imposed by the Germans on the French in 1871.

Probably the major reason for Hitler's rise to power was the hyper-inflation of 1923, which overnight wiped out the nation's savings. Add to that the Great Depression, 1932-33, hit Germany much worse than the UK and you have your economic justification.

It must be remembered that the hyper-inflation was caused deliberately by a German government which decided that the least painful way to pay the Versailles reparations was to print unlimited numbers of banknotes.

So let us not blame ourselves and the Versailles Treaty for the rise of Hitler. The blame belongs to the German nationalists who would not accept defeat in 1918 and proclaimed that their army was betrayed and started to build another Prussian Empire.

The real danger is that we allow Herr Jenninger and many others in Germany and Austria to repeat what they did in 1923 — blame the Allies and make it an excuse for a drive for *Lebensraum*.

Yours faithfully,  
HENRY TOCH,  
Candida, 49 Hawkshead Lane,  
North Myms,  
Hatfield, Hertfordshire.

From the Reverend J. D. Johns  
Sir, Any suggestion that most British people at the time neither knew about nor would have cared about what the Nazis were doing to their Jews is wrong. I went in 1937 with a party of the Cambridge University Mummies to perform two English plays, by invitation of four German universities.

A major topic of conversation with our hosts, liberal ones and otherwise, was their treatment of the Jews. War between us was never mentioned. Such a possibility was not recognised in 1937. Jews was the topic. This I remember well after 51 years.

Yours etc,  
J. D. JOHNS,  
Appletree Cottage, Hales Street,  
Tivetshall St Margaret,  
Norwich, Norfolk.

### Ellipsis slip

From Miss H. M. Sands  
Sir, The letter from Mr M. T. Phillips (November 7) reminded me of a friend of mine of many years ago. The closure of the small school which we attended found us all taking entrance examinations for Leeds Grammar and secondary schools; we were all of eight years old.

Faced with completing a saying which was new to him, "Ne'er cast a clout..." Tom, a Yorkshireman born and bred, supplied "unless the other boy hits you first".

My mother, who recounted the tale, was convinced that this happy improvisation eased his passage into Leeds Grammar School.

Yours sincerely,  
MARJORIE SANDS,  
16 Derwent Drive,  
Orpington, Kent.

From Dr Donald Braben  
Sir, My good friend and fellow Venture Researcher, Professor Sir. Hans Kornberg, once informed our board with his characteristic wit that a certain proposal "would be the thin end of a white elephant."

Yours faithfully,  
D. W. BRABEN  
(Head of Venture Research),  
BP International,  
Britannic House, Moor Lane, EC2,  
November 11.

### Trial by jury

From Mr Gerhard Fischer  
Sir, Would it not be interesting to know whether the words "good" and "true" have ever been defined in the context of "12 good men and true"?  
Yours faithfully,  
GERHARD FISCHER,  
Charters, Brushes Lane,  
Lindfield, Sussex.





## COURT AND SOCIAL

### COURT CIRCULAR

#### BUCKINGHAM PALACE

November 16: The Queen and the Duke of Edinburgh visited the Bank of England today and were received on arrival by the Right Hon. the Lord Mayor (Sir Christopher Collett) and the Governor of the Bank of England (the Right Hon. Robin Leigh-Pemberton).

Her Majesty, with His Royal Highness, opened and toured the new Museum and unveiled a commemorative plaque.

The Queen and the Duke of Edinburgh afterwards honoured the Governor of the Bank of England with their presence at luncheon.

The Lady Farnham, Mr. Robert Fellowes and Lieutenant-Commander Timothy Laurence were in attendance.

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#### Wales arrived this morning at

Sheffield Station in the Royal Train.

The Prince of Wales, President, Business in the Community, visited the Leadmill Community Arts Centre, Leadmill Road, Sheffield.

Afterwards, the Prince of Wales visited the Hemsworth Water Park, Hoyle Mill Road, Kinsley, Pontefract, West Yorkshire.

His Royal Highness, attended by Sir John Riddell Bt and Mr. Guy Salter, left departed from Hemsworth in an aircraft of The Queen's Flight.

The Prince of Wales this evening hosted a reception for persons connected with The Prince of Wales Award for Innovation and Production, at Kensington Palace, W8.

Subsequently, His Royal Highness attended a dinner given by the Italian Ambassador at the Italian Ambassador's Residence, 4 Grosvenor Square, WC1.

Mr. David Wright was in attendance.

The Princess of Wales, Patron, The British Deaf Association, attended a lunch and presented awards at the launch of "Deaf Accord" at Grosvenor Hall, Prince's Street, EC2.

Miss Alexandra Loyd and Lieutenant-Commander Patrick Jephson RN were in attendance.

The Princess Margaret, Countess of Sandwich was present at the evening at a Ball given by the American Medical International Healthcare Group Plc at the Royal Lancaster Hotel in aid of the National Society for the Prevention of Cruelty to Children, of which Her Royal Highness is President.

Mrs. Jane Stevens was in attendance.

YORK HOUSE

November 16: The Duke of Kent, Vice Chairman of the British Overseas Trade Board, visited Woolcombers (Processors) Limited, British Mohair Spinners Limited, and William Halseid and Company (Dudley Hill) Limited, Bradford, West Yorkshire.

Sir Richard Buckley was in attendance.

The Duchess of Kent, Patron, today visited the Nuffield Orthopaedic Centre, Oxford.

Mrs. Peter Wilmet-Stewart was in attendance.

KENSINGTON PALACE

November 16: The Prince of

## Forthcoming marriages

Mr W.F.C. Graham and Miss V.L. Beasley

The engagement is announced between William, eldest son of Mr Colin Graham, of Canonmills, Edinburgh, and the Hon Mrs John Warrender, of Warriston Crescent, Edinburgh, and Victoria, eldest daughter of Mr and Mrs John Beasley, of Shrewsbury, Shropshire.

Mr A.C. H.N. Weir and Miss H.N. Weir

The engagement is announced between Anthony, son of Commander A.R.W. Archibald, RN (Retd), and Mrs Archibald, of East Sheen, London, SW14, and Helen, eldest daughter of Mr and Mrs N. Weir, of Exeter, Devon.

Mr S.D.M. Brown and Miss L.J. Stewart

The engagement is announced between Simon David MacMyn, second son of Mr and Mrs Andrew Brown, Robertson, Glasgow, and Miss L.J. Stewart, only daughter of Mr Ian Stewart, Old Hall, Crooklands, Cumbria, and Mrs Kirsten Stewart, of Tariff Garden Cottage, Auchincarr, Castle Douglas, Dumfries.

Mr A.B. Dawson and Miss H.F. Lock

The engagement is announced between Angus Barrington, son of Dr and Mrs Bruce H. Dawson, Sydney, Australia, and Helen Frances, daughter of Mr and Mrs Christopher J. Lock, of St Albans, Hertfordshire.

Mr R.S. Drage and Miss S.G.P. Smith

The engagement is announced between Roger, son of Mr and Mrs Douglas Drage, of Ashcombe Avenue, Surbiton, Surrey, and Selina, elder daughter of Mr Peter Smith, of DFC, and Mrs Smith, of Tree Cottage, Henbury, Gloucestershire, Cheshire.

Mr R.S. Drage and Miss S.G.P. Smith

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Mr N.R.R. Hampel and Miss C.N. Ashton

The engagement is announced between Rupert, twin son of Mr and Mrs R.C. Hampel, of the Orchard, Lodsworth, Sussex, and Charlotte Nicola, daughter of Mr and Mrs P.H. Ashton, of The Old Crispin, Windsor Forest, Berkshire.

Mr J.M. Lapsen and Miss E.C. Lowry

The engagement is announced between Jonathan, younger son of Mrs E.J. Lapsen, of Egham, Surrey, and Fiona, elder daughter of Mr and Mrs D. Lowry, of Hampstead Garden Suburb, London.

Mr T.G. Lupton and Miss J.A. McDonald

The engagement is announced between Thomas, younger son of Dr and Mrs F.G.H. Lupton, of Haslingfield, Cambridge, and Julie, younger daughter of Mr and Mrs E.H. McDonald, of Donnington, Suffolk.

Mr K.M. Mabbett and Miss L.A. Parviz

The engagement is announced between Kevin Richard, son of Mrs Avis Brown and Mr R. Mabbett, both of Bristol, and Lisa, daughter of Mr and Mrs P.A. Parviz, of London, SW1.

Mr P.J. O'Connell and Miss A.C. Keightley

The engagement is announced between Peter, eldest son of Mr and Mrs T. O'Connell, of Dorset, and Arabella, second daughter of Major-General and Mrs R. Keightley, of Dorset.

Mr J.A. Schell and Miss V. Brah

The engagement is announced between Julian Dominic, eldest son of Mr and Mrs Rolf Schell, of Hampstead, London, and Victoria Susan, only daughter of the late Henry Brah and of Mrs Brah, of Knightsbridge, London.

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Mr M.D.N. Oliver and Miss S.E.C. Slight

The engagement is announced between Mark, son of Professor Michael Oliver, CBE, of Barley Mill House, Pencandish, East Lothian, and Dr Margaret Slight, of East Morningside House, Edinburgh, and Sarah, daughter of Mr J. Slight, of Edinburgh, and Mrs James Patterson, of Cadboll, Ross-shire.

Mr J. Troughton and Miss J. Seel

The engagement is announced between Julian, second son of Captain and Mrs J.C.M. Troughton, High Wycombe, Hertfordshire, and Janet, younger daughter of Dr and Mrs J.R. Seel, Playford, Suffolk.

Mr D.J. Waters and Miss S.A. Jordain

The engagement is announced between David Ian, elder son of Mr and Mrs A.D. Waters, of Donnington, Suffolk, and Anne, only daughter of Mr R.A. Jordain and the late Mrs N.M. Jordain, of Lustleigh, Devon.

Mr A.M. Young and Miss H.M. Clayton

The engagement is announced between Andrew, youngest son of Mr and Mrs Frank Young, of Tunbridge Wells, and Helen, daughter of Mr and Mrs John Clayton, of Whitfield, Dover.

Mr P.J. O'Connell and Miss A.C. Keightley

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## OBITUARIES

### SIR JOHN LLEWELLYN

#### Rejuvenation of the British Council







## THE ARTS

## TELEVISION

## Simply effective

Many historical costume dramas on television direct themselves in convenient history. Some, however, also strip themselves of drama, leaving the costumes to suggest the significance of time and place.

The opening episode of *Christabel* (BBC 2), Dennis Potter's adaptation of the remarkable memoirs of Christabel Nielsen, certainly made a significant use of costumes that often in films have had to cover sins of scripting and direction — Nazi uniforms. From the slick title sequence, which drew back from a close-up of swastikas to reveal that they were reflections in Christabel's eyes, to the credits, Adrian Sherwood's excellent direction and Remi Adefarasin's beautiful camera work made full, if controlled, use of Nazi icons: most poignantly when Christabel, who remained in Germany with her German husband, Peter, despite his opposition to Hitler, saw their gardeners, a local Nazi party representative, in his uniform making her two sons say, "Heil Hitler".

Of course, a writer as good as Potter does not rely on costumes for his effects. But, though he added drama to the story with his inclusion of some details of political history, such as Kristallnacht, which are not found in the memoirs, he divested his script of some of the complexity of the personal histories. This is reflected in his changing the over-ambitious title of the memoirs, *The Past Is Myself*, which is a quotation from R.L. Stevenson, to one suggesting a simpler historical romance. Even allowing for the fact that the memoirs were written by an older, wiser woman after the events, the Christabel of the book is much less glib and unware than in the film. Gone, too, are some nice historical touches — that she was Lord Northcliffe's niece, that the Americans denied Peter an exchange scholarship because he was not a National Socialist, that his own diplomatic initiative before the war failed because British ministers had gone shooting.

The absence of such details is understandable — more so, perhaps, than the apparent simplification of Christabel's character — and on its own terms the script was very well written with Potter keeping a tight reign on his rich creative exuberance. There were some typically delightful patches, though, including teasing echoes of his well-known dramatic love affair with 78 rpm records.

Geoffrey Palmer, as Christabel's father, was given some fine comically blimpish lines about such things as English grass, but it needed all his acting ability to overcome the legacy of some of his more burlesque roles and avoid caricature.

Indeed, the acting was almost uniformly excellent, with Elizabeth Hurley and Stephen Dillane outstanding as the central characters. Despite our hindsight, Hurley never seemed falsely naive. Nor, alas, did Neville Chamberlain, but he did not need such a strong screen presence as Hurley to appear genuinely unaware.

Andrew Hislop

For David Robinson, Coppola's latest film is typical of the director's own irrepressible inventiveness

## Internal compulsion

## CINEMA

**Tucker: The Man and his Dream (PG)**  
Odeon Haymarket

**A Taxing Woman (18)**  
Renoir, Chelsea Cinema

**To Kill a Priest (15)**  
Curzon West End

**Nico (18)**  
Warner West End

**The Seventh Sign (15)**  
Prince Charles

**Kansas (15)**  
Cannon Panton Street

**My Friend Ivan Lapshin and Trial on the Road**  
ICA

Francis Coppola is a rarity: a director who never repeats himself. In every film, good or bad, he tries something new. *Tucker: The Man and his Dream* uses the real-life story of an innovative, independent automobile designer of the 1940s as a parable on American capitalism.

Just after the Second World War, it appears, Preston Tucker developed a new car, advertised as "The Car of Tomorrow — Today". It introduced a rear engine, fuel injection, disc brakes, centre headlight and safety devices such as seat belts and pop-out windshield. Since it also sold cheaply, Tucker incurred the active hostility of the Big Three of the established automobile industry. Their efforts, which included an unsuccessful indictment for fraud, closed his enterprise when only 50 cars had been completed.

An end title tells us that 47 of these cars are still on the road, though Tucker himself died six years after the fraud trial. It is easy to imagine that Coppola was drawn to the subject by parallels with his own frustrations in Hollywood. But he has not opted for gloomy paranoia (as he might have done a decade ago). Instead the film is ebullient, defiant, vivid.

Tucker is played by Jeff Bridges as charming, manic, irrepressible, facing every new obstacle with laughter, flair and steely obstinacy. For Coppola and his writers (Arnold Schulman, David Seidler) Tucker is the final victor: the industrialists and the crooked politicians may destroy his factory, but his dream remains intact.

It is not, then, a realistic film. The characters are boldly drawn in two dimensions. The visual style

their dreams". Later he learnt that what she said was "germs", but the dream's the thing.

Hard on the heels of *Death Japanese Style* comes another episode in Juzo Itami's comic analysis of Japanese society, *A Taxing Woman*. The subject is money. Itami's heroine is a tax inspector of obsessive dedication, who has clearly based her methods on television detective series. Her successes bring promotion and the chance to pit herself against a charming gangster. The two end in reluctant mutual admiration.

Like all Itami's films it is a shade extended for English tastes; but the comedy, suspense and delight in the inventiveness of both investigators and dodgers are well sustained. As the taxing woman, Nobuko Miyamoto (Itami's wife) has a nice line in straight-faced comedy: she gazes sympathetically at a stuffed leopard and compares her own freckles; they also share feigned ferocity. Her assault on men's preserves is significant for Japan, where male chauvinism remains entrenched.

*A Taxing Woman* was Japan's biggest box-office hit of 1987, and the London Film Festival includes the equally successful sequel, *A Taxing Woman's Return*.

Agneszka Holland has seen a lot of Polish history. Her father died as a political victim, and she herself has been in exile since the clampdown of December 1981. In *To Kill a Priest* she reflects on the forces at work in the murder of Father Popieluszko, four years ago. At the centre of her reconstruction is the character of the chief conspirator (Ed Harris), a



Obstinate optimist: Jeff Bridges is charming as Preston Tucker, who defies the automotive industry giants

security officer, at the same time appearing pseudonymously on the credits as W.W. Wicket and George Caplan, which presumably means that they did not like the script much, either. Based on the Book of Revelation, it is an excessively complicated and remarkably ineffective horror film, with a tedious amount of time taken up in lengthy pseudo-theological explanations, and mighty rushing winds. It is directed, quite showily at all things considered, by the Australian Carl Schultz.

I must be 80 years since the last melodrama about a good bank robber who saves the governor's baby from drowning and the horses from a burning stable; but *Kansas* revives both of these and a lot more corn. Matt Dillon is quite impressive as a pathological delinquent who drags impressionable Andrew McCarthy into the bank job. Otherwise, for all its plot detours and rural setting, it is tediously predictable. David Stevens directed.

The writers of *The Seventh Sign*, Clifford and Ellen Green, appear pseudonymously on the credits as W.W. Wicket and George Caplan, which presumably means that they did not like the script much, either. Based on the Book of Revelation, it is an excessively complicated and remarkably ineffective horror film, with a tedious amount of time taken up in lengthy pseudo-theological explanations, and mighty rushing winds. It is directed, quite showily at all things considered, by the Australian Carl Schultz.

The writers of *The Seventh*

The Soviet cinema is yielding up its secrets. The London Film Festival showed *Commissar*, which was suppressed for 20 years while its director Alexander Askoldov was ejected from the industry, because it did not conform to the anti-Semitic climate of 1967.

The ICA, meanwhile, offers two films by a later troubled talent, Alexei Gherman. Gherman's 1971 film *Trial on the Road* was suppressed because it tells the then unthinkable story of a Soviet NCO who collaborates with the fascist occupiers but returns to die a hero for the patriot cause.

Like this film, Gherman's *My Friend Ivan Lapshin* — made in 1981 but only released in the early summer of 1985 (not 1986 as the publicity states) — was based on stories by his novelist father. This virtuoso-film is an uncomfortable collage of memories of the Thirties: over-crowded housing, crime, the unconventional tactics of a tough intelligent cop, and already a drifting mist of paranoia.

## CONCERTS

## Uneasy poetry

War Requiem  
Festival Hall

It is the obvious music to celebrate an "Armistice Festival", and indeed Britten's *War Requiem* has astonishing moments: the intertwining of plainsong "Lacrimosa" melody with Wilfred Owen's tenderest poem, "Move him into the sun"; the great gathering of multitudes in the "Sanctus"; the lone baritone articulating the shock ending of "Strange Meeting". Having decided to link Owen with Catholic liturgy, Britten was too canny a dramatist not to exploit the uneasy, mutual resonances.

But any pacifist who sets out to honour the war dead is going to be in a curious intellectual position. There is a spicing of woolly ambiguity, if not actual duplicity, about a work which asks "what passing-bells for those who die as cattle?", and then supplies the bells, the trumpets, the mourning choirs, indeed the full panoply of a pompous state funeral, with its inbuilt implication that there is some point in dying for your country after all. Britten here seems to be diluting the uncompromising message of this great poetry of anger.

Perhaps that explains the uneasy musical inspiration. There is a contrived aspect to the heavily pictorial chamber-orchestra writing, and large chunks of the "Dies Irae" simply fail to depict vividly either the Catholic conception of Judgement Day or Owen's vision of Armageddon in Flanders.

The work also needs an atmospheric venue. With the chamber orchestra squashed against the main forces, and the boys' choir in an unresonant doorway, this performance, directed by Sir David Willcocks, lacked that ambience.

Yet there were many fine things: immaculately careful singing by the St Paul's Cathedral chorists, some excellent brass playing from the Philharmonia and, strongly characterized solo singing from Sheila Armstrong, Philip Langridge and Stephen Roberts. The well-drilled Bach Choir offered a stunning pianissimo in the "Kyrie" and "Pie Jesu"; the orchestra overpowered them at the "Libera me" climax, but perhaps it should.

Richard Morrison

## Force but no weight

Shelton/Schiff  
Wigmore Hall

György Kurtág's *The Savings of Peter Bornemisza* is in every respect a challenge. It requires a soprano who can command unimpeachable authority for 40 minutes while delivering a storm of accusation, longing and madness, as demanding of range as of rage: the savings are those of a Hungarian reforming preacher, and it was in setting them that Kurtág discovered his world of hysteria on the edge of collapsing into black comedy or meaningless obsession. It requires also a pianist of the same stamina and intensity: the pairing of the work in this programme with Beethoven's "Hammerklavier" sonata was very much to the point, even if it did give András Schiff an exceedingly tough evening.

So immense and all-embracing are the expectations from both performers that criticism risks seeming irrelevant or worse. This performance, partly by virtue of its commendable accuracy and clarity from both musicians, projected much of the force of the piece, and revealed how very beautifully written it is, for all the savage, virulent and crazed things it has to say.

If there was any lack, it was perhaps one of personal withdrawal, a deficiency in urgent, grounding weight that made a few passages sound shrill. In Lucy Shelton's case, the problem may simply have been that of singing in Magyar, and perhaps she should consider finding or making a singing translation of a piece that needs, also, to hit its audience directly.

Meanwhile Schiff, as his Beethoven performance further indicated, may well have been hampered by a piano whose top two octaves had a chinking separateness from the rest.

Much was excellent and strong, especially in Shelton's control of long phrases and Schiff's exposition of contrapuntal invention in a work that owes much to the baroque as well as to Beethoven.

Paul Griffiths

## Much improved

## THEATRE

Lettice and Lovage  
Globe

Celebrating its first anniversary at the Globe, Peter Shaffer's preservationist comedy forges ahead: recast, rewritten, and fortified by timely support from the Prince of Wales.

Originally it ended with the sight of two middle-aged ladies — separately expert in architecture and weaponry — wheeling out an Elizabethan bombard to demolish the 10 most hated buildings in London. Now they have gone one better, with a programme of guided tours of our 50 most notorious eyesores. As these are to be conducted by Lettice, for whom history came to a stop with the execution of Charles I, they amount to a satisfying act of Caroline revenge.

The new partners in Michael Blakemore's production have the advantage of textual changes which enliven the comic detail and secure a better balance between the parts. Originally, Margaret Tyack, as Lotte the repressed British heritage bureaucrat, had no chance of matching up to Maggie Smith's Lettice, the irrepressible historical fantasist. Now Lotte's last-act outburst of architectural passion is transposed to half way through the play and she is no longer left standing around trying to make the best of lines like "You really are a mine of information".

Sara Kestelman plays her as a mannish professional with a blade-like profile, evidently as unassailable as a block of granite; so that when Lettice does get under her guard with stories of her roving theatrical youth and sidelights on the private life of Mary Queen of Scots, it is a great moment when Kestelman sways to her first



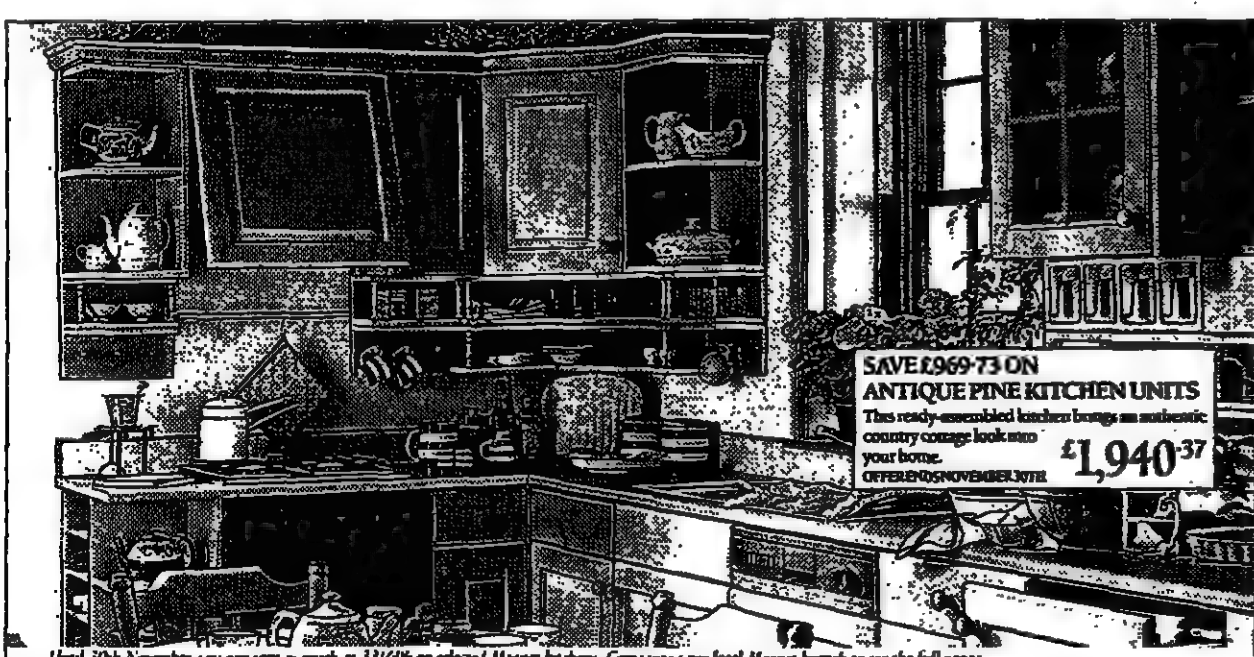
Steely determination: McEwan.

resist this romantic seducer, and pull herself back into the safe world of fact.

Maggie Smith's Lettice was a desperate improviser, plunging ahead into every fresh fantasy while her eyes and hands were signalling panic at her own bravado. Geraldine McEwan goes to the opposite extreme. Everything she does, from her opening embellishments on the non-history of Fustian House (the dullest stately home in England) to her arrival in Lotte's office clad in a martyr's robe and her subsequent confession of how she nearly chopped off her executioner's head, is deliberate.

The characteristic McEwan effect — an appearance of porcelain-like fragility belied by steely determination and perfect breath control — is applied here to maximum advantage: never more so than in the marvellously elaborated opening scene where, interrupted once too often by a wailing baby, she switches from her official spiel into all-star Elizabethan romance, transforming her nose-blowing listeners into deliriously applauding fans.

Irving Wardle



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## BOOKS

## Janus genius



GLYNN SOYD HART

When Charles Dickens came face to face with the Niagara Falls, on his first American tour, it was almost like a meeting between equals. Two prodigious natural phenomena (the Inimitable and the Unstoppable) confronted each other, and the great novelist immediately recognized a generative power, a glittering life force, like his own. "What voices spoke from out the thundering water, what faces, faded from the earth, looked out upon me from its gleaming depths?"

It is that mysterious, overflowing prodigality of genius that challenges all Dickens's biographers. He poured forth 15 major novels in 55 years; edited two weekly papers for 20 of those years; produced a mass of stories, Christmas books, plays, and travel writing; a *Child's History of England* gave nearly 500 live readings; and dashed off thousands of bubbling, enthusiastic letters (six volumes in the great *Penguin Edition*, but still only reaching to 1852 when he was 40). The intense reality of his life, the alternative "Dickens's world" of words, continually brings into question the biographer's old equation between life and work. Do they equate at all?

Is it Mr Micawber or Dickens's father whom we most believe in? Estella or his shadowy, scissor-lover, Ellen Ternan? The Marshalls of *Little Dorrit*, or the Marshalls in *Southwark*? How does the biographer get into the mind of the perpetually self-creating Box — the Sparkler, the Inimitable, or Wemmable (to his grandchildren) — the man who once gravely wrote to an Eagle Insurance executive: "You wouldn't entertain a proposal for insuring imaginary lives, would you?"

That enigma hangs over the long, scholarly, perspicacious book of Professor Frederick Kaplan; and for all his new delvings into the Dickens archives of the great Berg and Huntington manuscript collections, it is never

Richard Holmes reviews a scholarly new biography of our greatest novelist, which, as usual, never quite gets to the heart of the prodigal mystery of genius

really dispelled. We learn much, but we never quite enter into the magic place. Kaplan is a Dickens aficionado of the distinguished American school: he has edited Dickens's "Memorandum" book, and written two expert monographs of criticism — *Sacred Tears* (1967) on the theme of sentimentality, and *Dickens and Mesmerism* (1975). But his biographical stance is reductively neo-Freudian, drawing on the concept of a divided personality formed by Dickens's troubled relations with his parents, which was first brilliantly explored by Edmund Wilson in *The Two Scrooges* (1939). The "prison of childhood" is the rigid frame both to his life narrative, and his rather convoluted analysis of the fiction. We are presented with a Dickens embattled against himself in domestic existence — often insubstantial, bullying, and pathologically restless; and endlessly probing the autobiographical wounds of frustrated love.

We are told of Dickens's "vocational problem," his "performance personality," and his search for "nurturing supportiveness" from his young wife, Catherine. It is only from outside witnesses that we glimpse the extraordinary multiple identity that seems the true source of Dickens's fictional powers. A French visitor in 1843 shrewdly observed that the most popular novelist of the day could easily be mistaken for the "head clerk of a big banking house, a smart reporter of an assize court, the secret

agent of a diplomatic intrigue, an astute and wily barrister, a lucky gambler, or simply the manager of a troupe of strolling players."

Kaplan cannot hold that protean figure in convincing narrative focus. Each time Dickens sits down to begin one of his novels (in weekly or monthly instalments, often lasting for nearly two years), we have a sense of being left at the study door, shut out. There is just the spout of starting in, so well conveyed by Dickens himself, "prowling about the rooms, sitting

down, getting up, stirring the fire, looking out of the window, tearing my hair, sitting down to write, writing nothing, writing something and tearing it up, going out, coming in, a Monster to myself." Then silence falls, and the biography drops back into the hectic background life of Dickens's exhausting conviviality; the night walks with Maclise, the dinners with Forster, the continental jaunts with Wilkie Collins, the Christmas jollies, the amateur theatricals, the strange obsessive visits to shams, morgues, prisons, and asylums (it is recorded that Maclise twice vomited at these visions). Much of this is familiar from Edgar Johnson's great two-volume study of 1952.

Nevertheless, Kaplan can be immensely revealing about this "secondary" life. He is excellent on the journalistic career, and such episodes as Dickens's research trip to the Preston mill-workers' lock-out to prepare for *Hard Times*. The foreign tours — especially American — are beautifully, and humorously, dramatized. His chapter on Dickens's tragic separation from his wife in 1858, "My Own Wild Way", is probably the best in the book, showing how the shock waves touched upon every aspect of Dickens's friendships, his relations with his children, his connections with his publishers, his growing sense of Victorian social hypocrisy, and above all his commitment to his "Public" — seen as a second marriage quite as impassioned as his affair with Ellen Ternan. (Though it would have been interesting to compare this with Victor Hugo's alliance with Juliette Drouot, and in general a more European context might have been illuminating — some echo of Balzac's and Dostoevsky's comparable dedication to their art.)

The final account of Dickens's years of public readings, throughout England and America, is also vividly conveyed in all its heart-rending intensity. The famous rendition of Bill Sikes's murder of Nancy, from *Oliver Twist*, which reduced audiences not to tears, but to white-faced silence, suggests some terrible, unappeased inner demon.

After the reading, when he left the theatre, he almost expected to be arrested in the streets. He looked over his shoulder to see who was pursuing him." Emerson observed "a fearful locomotive to which he is bound and can never be free from our set at rest". When Dickens died, he was still wrestling with that dark, implacable force in *Edwin Drood*.

Professor Kaplan's biography still leaves us, then (like Wilson's and Johnson's before him), with a simple dualism: the comic and the tragic genius locked in perpetual childhood opposition, struggling between the adult conditions of his art and his life. It is a fascinating, clever, and well-documented picture, but lacks the grand unifying perspective of the imagination. Copperfield's question still stands: "Whether I shall turn out to be the hero of my own life."

DICKENS  
By Frederick Kaplan  
John Curtis/Hodder & Stoughton,  
£17.95

We have been waiting eight years for this new fiction from Alexander Theroux, who has been compared to Thomas Pynchon and James Joyce, but whose work is really more in the line of such mutant sports as *Tristram Shandy* and *The Anatomy of Melancholy*. It is a meticulous account of an obsessive affair between an artist and a married woman in New Hampshire. The book is intellectual, as fastidious about female psychology as Henry James at his fussiest, word-drunk, and no doubt caviar to the general reader. Chapters are spent in analysis of the painter narrator's jealousy as he watches his lover flirting at a drinks party. There is not a lot of plot. I can see a plain man of the People (i.e. philistine) reviewer losing patience with it. But it is an ambitious and memorable novel. References to Flaubert are not mere hype.

Since *Darconville's Cat* (Jokier), Alexander Theroux has been a rich lode for word-watchers. From a few pages in *An Adultery* I picked up suit, scumble, alizarin, eventrated, semiferent, and winking. Some of the sentences make you refuse, and go round again for another jump: "I had been thinking in but not with the discourse implanted in me amplified only by my physical attraction for her." Eh? There is gnomish philosophy and psychology: "Artists are never complete people."

## Analysis of an affair

FICTION

Philip Howard

AN ADULTERY

By Alexander Theroux

Hamish Hamilton, £12.95

THE BOOK OF FANTASY

Edited by Jorge Luis Borges,

Silvina Ocampo,

&amp; A. B. Casares

Xanadu, £10.95

But if it's art that completes them, then what is taken away? The narrator sounds a pretty dire artist, given to misty watercolours called "Henry James's Grave" and "Repetition as Insincerity, with White Ruined Earrings".

I can imagine a robust review from the the good-read school of criticism denouncing the whole enterprise as highbrow pseudery. But there is more to higher fiction than merely a good read. This is a novel that will linger in the

memory long after shallower books have passed without causing a ripple.

Fantasy is the rising literary genre, though degraded by commercial exploitation. The magical realists of Latin America rub off on such writers in English as the winner of this year's Booker Prize and the probable winner of the Whitbread. One night in Buenos Aires 50 years ago three young Argentine creative writers fell to talking about fantastic literature. "One of us suggested that if we put together the fragments of the same type we had listed in our notebooks, we would have a good book." This is it: a fantastic, undisciplined pharmacology of 100 dreams and nightmares, ghosts and mysteries, intimations and oddities.

They have been culled everywhere from Ancient China to modern America, from Petronius and Rabelais to Ballard and Bradbury. The quality is very patchy. Some leave you with a distinct "So what?" But the best, e.g. Borges himself, are the real hard (or should it be soft?) stuff.

I know that there are no more proof-readers left in British publishing now that the supply of defrocked clergymen has dwindled. But Spanish readers evidently have trouble with the English termination -ion, rendering it -oin; and to spell POMEGRANATE sic in caps on 10 successive pages is appropriately fantastic.

## A woman to watch

Susannah Herbert

DAUGHTER OF THE EAST

By Benazir Bhutto

Hamish Hamilton, £12.95

The publication of Benazir Bhutto's autobiography coincides neatly with the elections in Pakistan — a last gasp attempt at topicality for a book that was already out of date even as it went to print. The aeroplane explosion that killed President Zia in August, only days after Ms Bhutto had put the finishing touches to her life story, transformed the author's prospects. Overnight, the romantic role of opposition leader, played as a cross between Joan of Arc and Snow White, became obsolete.

Since August, Pakistan has needed *realpolitik*, not rhetoric; the new scene calls for a new image. Unfortunately *Daughter of the East*, as its title implies, leans more on visionary aspirations and nebulous adjectives than on the details of practical politics. It is an unashamed retelling of the story of The Evil-Usurper and The Princess-in-Exile, taking as theme the slogan chanted at PPP rallies until August: "Zia javel Zia javel Zia must go!" But now Zia has gone, and the outrage and high moral tone appropriate for a heroine-victim are already redundant, superseded by the more urgent needs of the current election.

Without Zia, the book's sound and fury falls flat; by now it is a museum piece, although the style and manner of a soapbox orator predominate. Election watchers, who hope to discover what Pakistan under another Bhutto might be like, will find few clues here. Benazir's political experience does not really warrant an autobiography yet; her trump card is not that she is a daughter of the East (few of its daughters have spent almost a quarter of their lives being educated at Harvard and Oxford), rather that she is a

daughter of Pakistan's most influential corpse, Prime Minister Zulfikar Ali Bhutto, who was deposed and executed by Zia after a coup d'état in 1977.

Benazir loses no opportunity to remind the reader of her inheritance as leader of the Pakistan People's Party, which was founded by her father. But she is more

anxious to profit by the Bhutto-martyr legend than to commit herself unequivocally to her father's policies.

*Daughter of the East* is Benazir Bhutto as she would like to be seen, carrying the torch of democracy into the future. Judging by the deals recently struck with Pakistan's feudal landowners and former Government supporters, it is unlikely even she believes all that she has written. But in a nation where personalities seem to matter more than party affiliation or even ideology, such carping is premature. Whatever the results of the election yesterday, Benazir Bhutto is a woman worth watching.

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## INFORMATION SERVICE

## The Thompson touch



During a career spanning three decades, Richard Thompson (above) has remained a hit player in the story of rock. He is nevertheless a supremely gifted guitarist, an original writer, a distinctive singer and one of this country's most reliable performers. Thompson became a founding member of Fairport Convention, the pioneering folk-rock group which convened in 1967 when he was 17 years old. After a series of groundbreaking albums, including *Unholyfucking* and *Liege and Lief*, Thompson left the band in 1971 to pursue a solo career. During the Seventies his partnership with the singer Linda Peters produced some of his finest recorded work to date, notably the albums *I Want to See the Bright Lights Tonight* (1973) and *Four Down Like Silver* (1975). As his current album, *Assassins*, demonstrates, he has long since transcended the parochial soundings of folk-rock to become one of contemporary music's immortals. Richard Thompson's English dates are: tomorrow Astoria, Leeds (0532 490362) 8pm, £5; Sunday, Town & Country, London NW5 (81-284 0303); Monday, Rock City, Nottingham (0662 412544); Tuesday, International 2, Manchester (061 224 5050); Wednesday, Birkbeck, Bristol (0272 268514); Thursday, Spinnery Hill Hall, Northampton (0604 499188). *David Sinclair*

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## FILMS

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**COMING TO AMERICA (15):** Eddie Murphy as a pampered foreign prince who comes to America to select his own bride. A botched comedy vehicle with a touch of sweetness; directed by John Landis. (116 min). Cannon Oxford Street (01-536 0310). Progs 2.00, 5.05, 8.10, Late Fri, Sat 7.00, 9.30, Late Fri, Sat midnight.

**CRY FREEDOM (PG):** Richard Attenborough's bumper bundle of exciting episodes and historical sentiments; with Kevin Kline as journalist Donald Woods, drawn into the case of South African activist Steve Biko (Donal Washington) (158 min). Empire Leicester Square (01-200 0200). Progs 2.30, 5.00, 9.00, Late Fri, Sat 1.55.

**DROWNING BY NUMBERS (15):** Three generations of women, all called Cissie Colpitts, become involved with a corner, who knows about the deaths of their husbands in deep water (118 min). Bence (01-857 6402). Progs 1.15, 3.40, 6.10, 8.40.

**FRANTIC (15):** Roman Polanski's latest film — a conventional mystery drama with Harrison Ford. Cannon Fulham Road (01-470 2638). Progs 2.00, 6.30, 8.15, 10.15, 12.15, 2.15, 5.10, 8.10, Late Fri, Sat 1.15, 3.40, 6.10, 8.40, 10.15, 12.15.

**THE FRUIT MACHINE (15):** Letter to Breznev writer Frank Clarke, is behind this semi-abstract, surreal, and disturbing film. Directed by Tony Foy and, playing a drag queen called Annabelle, Robbie Coltrane. (102 min). Cannon Heywood (01-550 1327). Progs 1.10 (not Fri), 3.35, 6.05, 8.35, Late Fri, Sat 11.15.

**GOOD MORNING, VIETNAM (15):** Robert Williams in a military comedy about a DJ sent to Vietnam to keep up the morale of the troops. Directed by Barry Levinson (121 min).

**JEAN DE FLORETTE (PG):** Absorbing, beautifully acted version of a novel about a Provencal life in the 1520s; with Yves Montand, and Daniel Auteuil. (121 min). Cannon Premiere (01-439 4470). Progs 2.20, 4.40, 7.10, 9.35.

## THEATRE

## LONDON

**BRIGADOON:** OK revival of Lerner and Loewe's misty Scottish musical. Victoria Palace, Victoria St SW1 (01-834 1317). Tube: Victoria. Mon-Sat 7.30, 9.30, 11.30, Sun 2.30, 4.30, 7.30, 9.30, 11.30. Thurs mat, all seats half-price.

**THE CONQUEST OF THE SOUTH POLE:** As re-enacted by five unemployed youths in a Ruhrland attic. Acclaimed play by Manfred Karge, author of *Mao Is a Man*. Royal Court Theatre, Sloane Sq, SW1 (01-730 1745). Tube: Sloane Sq. Progs from tonight, 8pm. Opens Nov 22, 8pm. Then Mon-Sat 8pm. Mists Sat (from Nov 26), 4pm. Mon-Thu, Tues-Sat 8pm, 10pm, 12.30pm.

**EASY VIRTUE:** Attractive revival of Noel Coward's 1925 with Jane Howard. Scenic theatre her teenage howl. Gielgud Theatre, Charing Cross Road W22 01-379 6179. Tube: Leicester Square. Mon-Fri 8.10, 10.15pm, Sat 8.10, 10.30pm, Sun 3.15pm and Sat 5.15pm, 7.15pm, 9.15pm.

**HEART-THROB:** Witty, poignant play co-authored by Jeremy Seabrook, the author writing letters to a prisoner in a top security jail. Bush Theatre, Shepherd's Bush Green, W12 01-743 3889. Tube: Shepherd's Bush. Tues-Sun 8pm, 10pm.

**HEMLOCK GARDEN:** Ian McKellen and Jane Asher in Ayckbourn's vision of a computer-controlled North London. Vaudeville Theatre, Strand WC2C 01-836 8869. Tube: Charing Cross. Progs until Nov 20, 7.30-9.30pm, opens Nov 21, 7.30-9.30pm. Then Mon-Fri 7.30-9.30pm, Sat 8.30-10.30pm, Sun 3.30-5.30pm, 7.30-9.30pm.

**LINE:** Early Israel Horowitz play (about a queue) with American players and the original American director. Candel Theatre, Free Theatre, 45 New Rd, Richmond (01-840 3833). Tube: Richmond. Progs from tonight, 8pm. Opens tomorrow, 8pm. Then Mon-Sat 8pm and Sun 2pm and Sat 5pm. 10.50pm. Thurs 10.50pm, Fri and Sat 8pm.

**THE MADWOMAN OF CHALLOT:** See caption. Lillian Baylis Theatre, Sadler's Wells, Rosebery Ave, EC1 01-278 8918. Progs: Angel, Previews from tonight, 7.45pm. Mat Sat 3pm. Opens Nov 21, 7pm. Then Mon-Sat 7.45pm, mat Thurs 3pm and Sat 3pm. 5.25pm. Thurs 10.50pm, Fri and Sat 8pm.

**LONG RUMBLE:** Boyhood. Riverside Theatre, Drury Lane Theatre (01-356 5108). ... *Lee*

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## OUT OF TOWN

**SOUTHAMPTON:** ★ *RoboCop*: Tom Swick's Fifteen minutes of mass hysteria, probably about fascism. Northampton Theatre, University Rd (0703 87171). Mon-Thu 7.30pm, Fri and Sat 8pm. Mon-Thu 8.55pm, Fri and Sat 8.55pm, 10.55pm.

**WATFORD:** ★ *Woman Overboard*: Adrian Mitchell turns Lope de Vega into a Thames rapist set in the Bay of Naples and inside the crater of a nearby volcano. Palace Theatre, Watford Rd (0282 225771). Mon-Thu 7.45pm, Fri and Sat 8pm. Mon-Thu 8.55pm, Fri and Sat 8.55pm, 10.55pm.

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## CONCERTS

**ALL BARTON:** The South Bank's Baroque series continues with Sir Georg Solti conducting the LPO in Baroque's *Deus Sola*, Concerto for Orchestra and Violin Concerto No 2 (soloist, Vilmos Szabadi). Royal Festival Hall, South Bank, London SE1 (01-828 8800), 7.30pm, £2.50-12.50.

**SKINWACZEW'S SCHUMANN:** The Halle Orchestra is conducted by Stanislaw Skrowaczewski in Schumann's *Manfred Overture*, *Symphony No 2* (André Weis, soloist) and Elgar's *Enigma* Variations.

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| MARKETS                            | THE POUND                         |
|------------------------------------|-----------------------------------|
| FT 30 Share<br>1477.1 (+16.2)      | US dollar<br>1.8220 (+0.0130)     |
| FT-SE 100<br>1807.3 (+5.0)         | W German mark<br>3.1420 (-0.0120) |
| USM (Datastream)<br>160.58 (+0.49) | Trade-weighted<br>77.1 (+0.1)     |

Executive Editor  
David Brewerton

## GrandMet concern at US talks

Grand Metropolitan was last night taking seriously reports from the US that Pillsbury was talking with the American takeover expert, Mr Ronald Perelman, about a counter-attack on the British company's \$5.23 billion (£2.9 million) bid.

The possible plan involves Mr Perelman, who is known to be interested in acquiring a British company and is also thought to have eyed GrandMet's drinks business, putting up some cash for a joint bid by Pillsbury in what is known on Wall Street as a "Pac-Man defence" where the company bid for turns round and acquires the bidder.

But some Wall Street analysts were saying the reports were merely indicative of the desperate tactics Pillsbury was being forced to employ in its attempt to stay independent.

## Japan ahead

The progress of the Japanese economy proceeds unchecked, according to the latest issue of *The Times 1000* — the list of the top industrial companies in the world which is published today. The dominance of the so-called shoguns, the unique Japanese umbrella organizations which incorporate many companies within one group, has pushed Japan ahead with 17 groups in the top 50 industrial organizations.

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## STOCK MARKETS

|                   |                |                    |
|-------------------|----------------|--------------------|
| New York          | Dow Jones      | 2052.28 (+24.89)   |
| Tokyo             | Nikkei average | 25996.12 (+166.71) |
| Hong Kong         |                | 2568.88 (+1.70)    |
| Amsterdam         | Genl           | 271.4 (+0.7)       |
| Sydney            | AO             | 1522.3 (-0.8)      |
| Frankfurt         | Commerzbank    | Closed             |
| Brussels          | General        | 5321.5 (+13.7)     |
| Paris             | CAC            | n/a                |
| Zurich            | SKA Gen        | 489.3 (+2.8)       |
| London            |                |                    |
| FT-30 All-Share   |                | 1444.61 (+2.64)    |
| FT-100            |                | 1029.33 (+3.22)    |
| FT Gold Mines     |                | 177.9 (-0.1)       |
| FT Fixed Interest |                | 66.59 (-0.30)      |
| FT Govt Secur     |                | 88.08 (-0.04)      |
| Recent Issues     | Page 29        |                    |
| Closing prices    | Page 33        |                    |

## MAIN PRICE CHANGES

|                   |             |
|-------------------|-------------|
| RISERS:           |             |
| M. Clark          | 400p (+10p) |
| Irish Distillers  | 424p (+21p) |
| J. Smith          | 385p (+15p) |
| Lifeshall         | 172p (+8p)  |
| Scott & Robertson | 285p (+28p) |
| Ernst & Young     | 211p (+10p) |
| Hurting Assoc     | 385p (+11p) |
| Capital Radio     | 444p (+10p) |
| Grand Met         | 445p (+9p)  |
| AAH               | 286p (+12p) |
| Camford Eng       | 180p (+18p) |
| Davies & Newman   | 635p (+10p) |
| Miemac            | 238p (+9p)  |
| Plessey           | 224p (+48p) |
| G.H. Scholtes     | 220p (+15p) |
| UEI               | 418p (+10p) |

|                |             |
|----------------|-------------|
| FALLS:         |             |
| Whitbread B    | 580p (-10p) |
| Enterprise     | 536p (-11p) |
| C.E. Heath     | 428p (-8p)  |
| Daily          | 312p (-7p)  |
| Closing prices | 226p        |
| Bargains       | 226p        |
| SEAG Volume    | 550.7m      |

## INTEREST RATES

|                        |                  |
|------------------------|------------------|
| London Bank Base       | 12%              |
| 3-month Interbank      | 12 1/4-12 1/2%   |
| 3-month eligible bills | 11 3/4-11 1/2%   |
| buying rate            |                  |
| US Prime Rate          | 10%              |
| Federal Funds          | 8 1/4%           |
| 3-month Treasury bills | 7.98-7.97%       |
| 30-year bonds          | 100 1/2-100 1/4% |

## CURRENCIES

|         |          |
|---------|----------|
| London  | New York |
| £/\$    | 1.8220   |
| £/DM    | 1.7242   |
| £/SwFr  | 1.4487   |
| £/FF    | 1.7316   |
| £/Yen   | 224.52   |
| £/index | 77.1     |
| ECU     | 0.657232 |
| SDR     | 0.750304 |

## GOLD

|               |                                   |
|---------------|-----------------------------------|
| London Fixing | AM \$420.50                       |
| close         | \$425.00-425.50 (\$233.60-234.00) |
| New York      | Comex \$425.90-426.40             |

## NORTH SEA OIL

|                              |                         |
|------------------------------|-------------------------|
| Brent (Dec)                  | pm \$12.65bbl (\$13.02) |
| Denotes latest trading price |                         |

## THE TIMES STOCK WATCH

0898 141 141

Market news on Stock-watch yesterday included: Plessey (02468) leapt 56p after the joint bid from GEC (01443), which rose 8p, and Siemens (01020) eased 3p and Whitbread A (02833) lost 8p on results.

Recent additions include: Arlington Securities 9 1/4% pref 03505; Elkem 07247.

Calls charged 5p for 8 seconds peak, 12 seconds off peak inc. VAT.

## Analysts at odds over price offered by GEC and Siemens

# City split over £1.7bn Plessey bid

By Martin Waller

The joint £1.7 billion cash bid for Plessey, the electronics company, by General Electric Company (GEC) and Siemens of West Germany, would provide Lord Westminster's company with a commanding position in the European electronics market.

This was the assessment from the City last night as analysts anticipated what is likely to be one of the most heavily-contested bids of the year.

Forecast pre-tax profits of more than £192 million from Plessey this year would more than balance the loss of interest earned on the £1.7 billion on offer, and provide immediate financial benefits for GEC.

It would make GEC-Siemens the European market leader in telecommunications, with the German firm already supplying the Bundespost, the

Federal telephone system, to the same extent GEC does British Telecom.

But analysts were split on whether the offer was high enough to be acceptable. It offers an exit price-earnings multiple of 13.5 times in the current year and 12.5 times in 1989-90.

Mr Iain Johnston at County NatWest WoodMac said: "I would have thought no matter how unhappy Plessey share-

Comment.....27

holders are, and they have been pretty unhappy recently, something nearer 15 times would be more appropriate."

This view was echoed by Mr Bruce McIntyre at Hoare Govett, who pointed to the impact made at Plessey by Mr Stephen Walls in his first year with the company, originally as finance director and now as managing director.

"If there's one criticism you cannot level at Plessey, it's

lack of energy over the past year. They have been very, very active, although it's too early to say whether it has worked."

"It looks better than it did a year ago, and so you have seen a bit of a rerating for Plessey."

The cost of this had been gearing up to 40 per cent and shareholders' funds virtually halved to £380 million, Mr McIntyre said.

Both County NatWest and Hoare Govett analysts were looking for an exit price per share in excess of 250p, against the 225p on offer.

Mr McIntyre raised the possibility of an agreed deal at this higher price, pointing out Siemens' known distaste for contested bids.

Mr Brian Newman at Chase Manhattan Securities estimated a break-up value for Plessey of at least 275p. "I think this is going to be the fight of the year in the electrical sector. Plessey did very well last time to stay independent."

But Mr Francis Brooke at Kleinwort Benson pointed to Plessey's closing price last night of 224p, up 48.5p but 1p lower than the cash on offer, as an indication that the market at least believed GEC and Siemens had the price right.

"It's a very good move strategically for GEC," he said, adding that it put Lord Westminster's company in a strong position to counter the threat from the Americans and Japanese.

The James Capel research team on the electrical sector also thought 225p was reasonable. The only question mark, an analyst commented, was over the emergence of a counter-bidder, with the French group, Thomson, a possible contender, although it is thought it would have difficulty raising the cash.

Mr Johnston at County NatWest looked forward to more joint ventures between GEC and Siemens as part of the British company's globalization policy.



Working together: Dr Karlheinz Kaske, chief executive of Siemens, (left) and Lord Westminster in London yesterday

## Rate fears as US trade gap shrinks

From Bailey Morris Washington

Financial markets reacted negatively yesterday to the improved US trade figures for September, which they saw as further evidence of a strong economy that would force the Federal Reserve Board to raise interest rates to curb inflation.

There was speculation that big US banks would raise their prime lending rates, now 10 per cent, another notch by early next week.

The September deficit declined 15 per cent to \$10.46 billion (£5.78 billion) from \$12.27 billion, largely due to a strong export showing and a 2.8 per cent decline in imports. Exports, on a seasonally adjusted basis, rose 2.6 per cent to a record \$28.20 billion.

Most key indicators have recently shown an economy which continues to grow briskly, with consumer spending stronger than expected.

## Surplus could top £10bn

Britain's public sector last month achieved a positive balance of £2.4 billion — its biggest monthly surplus this year. This was larger than markets were expecting, and suggests that the surplus for the year may turn out significantly higher than the £10 billion forecast by Mr Nigel Lawson, the Chancellor, in his autumn statement (Rodney Lord writes).

The cumulative surplus for the financial year so far is £6 billion. Excluding privatization proceeds of £4.9 billion, there is an underlying surplus of a little above £1 billion in the first seven months.

There were no privatization proceeds last month, but more will arise in December from the sale of British Steel, bringing the total to about the £6 billion forecast in the autumn statement.

The Government has the option of electing for repayment of £250 million of British Gas debt between March 20 and April 30, allowing it to add the proceeds to either this financial year or next.

## New approach by SIB in simplified rulebook

By Lawrence Lever

A radical shift in the way the new investor protection laws are to be applied was marked yesterday, when the Securities and Investments Board unveiled a simplified rulebook.

It shifts the emphasis of self-regulation away from detailed rules to general statements of principle.

The new approach is the hallmark of Mr David Walker, the SIB's new chairman, who replaced Sir Kenneth Berrill earlier this year.

It results from practitioner complaints, which found favour with the Department of Trade and the Bank of England, that the SIB's rules were unduly cumbersome and threatened to drive business away from London.

Mr Walker said the new approach "will help us to get the blood back into the veins of real practitioner-based regulation". The rules were "more user-friendly, and like any machine which is user friendly will work better".

He hoped that the new

approach would lead to "less generalized nagging and carping" about the whole system of investor protection, and would temper the hostility that practitioners had expressed.

Mr Walker said that the new rulebook was intended to clarify the main principles and to simplify many of the rules themselves, as well as promoting compliance with the spirit of the rules.

The move in favour of a

Comment.....27

principled approach was facilitated by the DTI, which yesterday announced a relaxation of the Financial Services Act. This significantly reduces the vulnerability of firms to being sued for breaching the investor protection rules laid down by the SIB or the self-regulatory organizations operating beneath SIB.

SIB's new rules govern the conduct of business of investment firms. Although only

directly applicable to those firms which join the SIB, they set the benchmark for the whole industry. The new rules are intended to come into effect in July, and the SIB is inviting comments before January 31.

Mr Walker thought the change in emphasis had not diminished investor protection but increased it. It would do away with technical defences where practices which were frowned upon fell within gaps in the rulebook.

He said the old SIB rulebook — which only came into force earlier this year — had been prepared under a timeframe which was unreasonably tight.

The SIB's new approach was also welcomed by The Securities Association, one of five self-regulatory organizations, which is already working on simplifying its rulebook. Other SROs who spent a long time drafting their rules might not be so welcoming.

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URWICK MANAGEMENT CENTRE

## Dealers press for Exchange inquiry

By Michael Clark

Dealers last night pressed for a Stock Exchange inquiry into share dealings conducted in Plessey during the days leading up to the joint £1.7 billion bid from GEC and Siemens.

But a spokeswoman for the Exchange said: "The Exchange automatically investigates all dealings made ahead of the release of a price-sensitive announcement, particularly where there are unusual price movements and volume."

News of the bid sent the Plessey share price soaring 49p to 224p, after touching 235p at one stage, as 53 million shares changed hands.

However, dealers reported heavy trading in the shares before GEC and Siemens announced their plans. On Tues-

day, the Plessey share price jumped 8 1/2p to 175 1/2p as 16 million shares were recorded on Seaq, the Stock Exchange's computerized trading system. Yesterday, before the terms could be announced, a further 14 million shares were traded.

There was also heavy turnover on the traded options market, which has established itself as an early indicator of bid situations. At the close of business on Tuesday there was open interest in 15,899 call options.

On Monday night, the premium for a call option in the Plessey November 180p series was a spread of between 1p and 1 1/2p. On Tuesday night, the premium had risen to 4p-4 1/2p, and by last night it had soared to 4 1/2p-4 1/2p.

## Why 1986 bid was blocked

Blocking GEC's 1986 bid for Sir John Clark's Plessey, the MMC, among its main conclusions, said:

● We are satisfied by the whole of the material before us, and by experience of the effect of competitive tendering in other fields, that the merger would deprive the Ministry of Defence of appreciable financial savings which might otherwise be expected to result from competition between GEC and Plessey.

● We believe that GEC and Plessey are more likely to be successful in exporting if they remain subject to the mutual competitive stimulus which the merger would remove.

● We consider that the merger would reduce both existing and potential competition in defence electronics with the consequence for costs, for technical choice and other matters.

● After consideration of this

conflicting evidence, we have come to the conclusion that in a changing technical environment the potential benefits of the merger, claimed by GEC, in relation to the rationalization of research in a merged group are more than balanced by the potential loss of competition in, and for, research in electronics between these



Clark, MMC Intervenor

## Besieged TR predicts profits rise

By Graham Searjeant, Financial Editor

Telephone Rentals has forecast sharp rises in profits, earnings and dividends in its effort to defeat a £284 million bid from Cable and Wireless, whose own results disappointed the City yesterday.

TR's pre-tax profits are forecast to rise by 18 per cent to £23.5 million this year, producing a 24 per cent rise in earnings per share to 17.43p.

Dividends are set to rise 17.6 per cent. Mr Gus Moore, TR's managing director, said: "Our strategies are working and are now delivering growth."

But Mr Gordon Owen, managing director of C&W, said the forecast was no more than C&W had anticipated when making its bid. "If this is the best TR can produce, I regard it as disappointing," he

said. TR shares, which have stayed above C&W's 305p-per-share offer, edged up 2p to 337p.

C&W raised pre-tax profits in the six months to end-September by a fifth, to £193 million, on turnover 9 per cent higher at £509 million. The interim dividend was raised 23 per cent to 2.82p per share.

Temps, page 26

## City poised for cash bid of £350m

## Rolls-Royce in talks on link with NEI

By David Young  
Energy Correspondent

Rolls-Royce is expected to mount a full bid for Northern Engineering Industries to create a new company designed to win a large share of the orders expected for power station equipment after the privatization of the electricity industry.

Rolls-Royce, itself a successful example of the Government's privatization programme, has a 4.7 per cent stake in NEI. Yesterday the two sides met at the instigation of Rolls-Royce.

NEI said that the meeting had been called to "establish what, if any, further relationship could be developed."

Both sides refused to elaborate apart from Rolls-Royce saying that the meeting had been between senior management. The City expects that Rolls-Royce will shortly come forward with a cash bid for NEI of about £350 million.

The fact that Rolls-Royce has already built a stake in NEI in the open market indicates that it may be considering a full bid rather than any joint ventures. "You

don't antagonize a potential joint venture partner by taking a stake in them in a raid on the stock market," one City analyst said. NEI shares fell 3p to 133p while Rolls-Royce rose 3p to 132 1/2p.

Rolls-Royce already produces gas turbine generating equipment, using derivatives of its Olympus engine and the RB211.

Several of the 12 area electricity boards, which are about to be privatized, are considering plans to build their own small-scale power stations using such equipment.

There are also plans being prepared by several consortia to build larger power stations. These could use either Rolls-Royce gas turbines or combined systems, using gas turbines with exhaust heat feeding larger steam turbines of the type manufactured by NEI.

In addition Rolls-Royce also has access to small-scale nuclear reactor technology. Such plant could be built by Rolls-Royce to drive NEI-built steam turbines and generating equipment. Such a move would give Rolls-Royce the

ability to bid for the main share of any power station programme and to develop a series of off-the-shelf power stations which could be attractive in world markets.

It would also insulate Rolls-Royce from the effect of the rise in the value of sterling against the dollar.

Another factor which is leading many in the City to predict such a move is that Sir Francis Tombs, the Rolls-Royce chairman, has had wide experience of the power industries, both with plant supplying companies such as the Wär Group and Howden Group, but also because of his involvement at a senior level with the CEB and the South of Scotland Electricity Board.

NEI has co-operation agreements with Mitsubishi, of Japan, and Asca Brown Boveri, the Swiss-Swedish group, to market small gas turbine technology. ● Rolls-Royce yesterday won a £175 million order for its RB211-335E4 engines. They have been specified by Ansett Worldwide Aviation Services of Australia for 16 Boeing 757s.



## BUSINESS ROUNDUP

## Albert Fisher expands with three takeovers

Albert Fisher Group, the food distribution company, has bought three companies, strengthening its activities in North America and the United Kingdom. 1 and S Produce, of Edmonton, Canada, which distributes food to institutional customers, has been acquired for an initial Can\$4 million (£1.77 million), comprising Can\$3.2 million in cash and the balance in shares, with up to a further Can\$2.3 million payable, depending on future profits.

Fisher has also bought Southern Produce of Houston, Texas, a fresh fruit distributor, for an initial \$2 million (£1.1 million), \$1.5 million in cash and the balance in shares, with up to \$4 million due depending on future pre-tax profits. In Britain, A Wood and Sons, the Kent fresh fruit and vegetable distributor, has been acquired for an initial £2.45 million, £1.7 million in cash and the rest in shares, with deferred consideration of up to £1.44 million depending on profits.

## Property firm Interim dive to join USM for Oriflame

Safeland, a North London estate agency to property investment group, is joining the USM. It is placing 30 per cent of its equity at 66p a share, giving the business, which made pre-tax profits of £1.13 million in the year to end-March, a price tag of about £11.8 million. Mr Raymond Lipman, the chairman, has forecast profits of not less than £2.3 million for this year, indicating a prospective p/e of 6.54 at the price.

## NMC up 39% to £4m

Shares in NMC Group, the packaging and property company, rose 39p to 127p on news that pre-tax profits were up 39 per cent to £4.01 million in the six months to September 30. Turnover rose from £24.17 million to £36 million.

Only a small part of the increase in profits came from Universal Packaging Corporation, a US manufacturer of folding cartons which was acquired in August. Mr Norman Gordon, the chief executive, said he expected UPC to enhance the performance in the second half. Earnings per share were up 23 per cent to 6.16p. The interim dividend was raised from 0.7p to 1p per share.

## £4m disposal Weak dollar hits CE Heath by Coloroll

The Coloroll Group is selling Wollmax to P and P Industrie Holding, a Swiss-owned company for SwFr11.5 million (£4.34 million). Wollmax, which was acquired this year by the Coloroll Group as part of the John Crowther Group, is a manufacturer and distributor of needlepoint carpets. In the 16 months to December 31 Wollmax earned pre-tax profits of £690,000 on a turnover of £5.8 million.

## Concentric's 22% rise

Concentric, the engineering components and services group, reports a 22 per cent increase in pre-tax profits to £6.28 million for the year to end-September. Turnover was 36 per cent ahead, at £88.47 million. Earnings per share were up 22 per cent to 21.4p. A final dividend of 5.46p was declared, making 7.8p for the year, against 6.5p.

Mr Tony Firth, the chairman, said all the operating companies made significant progress. The moulded plastics premises had doubled in size, with increased plant. The satellite dish developed by Concentric (Pressed Products) is likely to make a significant impact this year.

## C&amp;W disappoints City optimists

After a summer re-rating, Cable and Wireless has fallen out of favour lately. Analysts mulled over the effect of the weak dollar on the 75 per cent of group trading profits that still come from Hong Kong. And the sector excitement switched to Rascal Telecom.

That testy reaction continued yesterday as the 20 per cent rise in pre-tax profits to £198 million for the half year to end-September fell short of leading analysts' forecasts.

There can hardly have been much confusion about the Hong Kong contribution, where a previously published 20 per cent gain in local currency translates into an 11 per cent rise to £141 million for C&W's Asia Pacific region at an average US dollar exchange rate of \$1.78. The inclusion of £13 million profit from the Rascal shareholding above the line should also raise few hackles since C&W also charges interest on new project spending as it arises.

But there was disappointment over the maiden £4 million trading profit from Mercury Communications, which boosted the British profit contribution to £9 million. C&W blames the market's disappointment on confusion in its own previous accounts, which showed Mercury making a loss of £11 million in the first half of 1987-88 but only £10 million for the full year.

Losses in the first half of

1987-88 were overcounted. Mercury's Mr Gordon Owen reckons Mercury probably made losses of £7 million in the first half of last year and £3 million in the second. On that basis, the profit momentum is still building up.

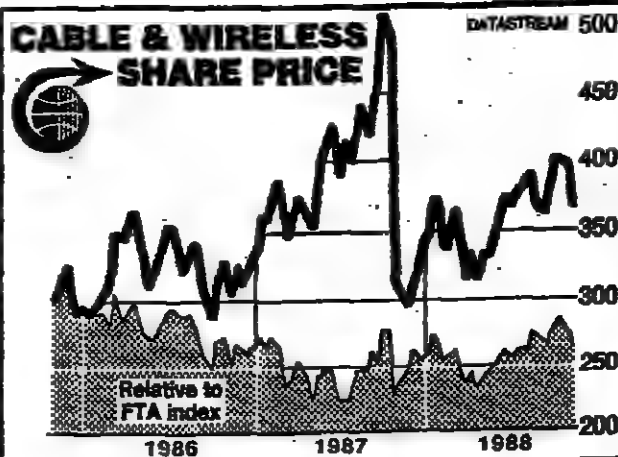
American and Caribbean profits have also done well to rise 29 per cent to £31 million in sterling terms as competition settles down in the US and margins rise to double figures.

Dollar movements lopped £19 million off sterling profits in the first half, cutting 30 per cent growth by a third. They will be just as vital in the current six months.

At today's rate C&W would be hard pressed to meet earlier City forecasts of £420 million to £430 million pre-tax for the full year or maintain the 23 per cent half-time growth in earnings to 13.2p per share. The shares, down 5p to 365p, would sell at about 13.5 times earnings of 27p on £410 million pre-tax.

That is still reasonable for a company with 30 per cent underlying growth. And the 23 per cent half-time dividend rise was a pleasant surprise, suggesting 8.2p for the year and a 3 per cent yield.

Meanwhile, Telephone Rentals has produced a stout defence. C&W will need to be generous - up to 350p - with its next bid and offer some shares to avoid risking a damaging embarrassment.



## Regalian

If property development is all about taking a view - and sometimes a dangerously long one - then Regalian, the property company serving the upper end of the market, deserves some sort of award for committing itself to a major residential project in London's Docklands when prices, by its own admission, are looking extremely fragile.

Regalian is banking on being ready for an upturn in the market by the time the first wave of its 1,000 homes next to Canary Wharf become available in the early 1990s.

It can afford to plant some seeds for the future while it has a portfolio of slightly less vulnerable developments to be getting on with.

## Whitbread

With so much going on in the brewing sector - the Monopolies and Mergers Commission report is due on February 3, followed by a pronouncement on the fate of Scottish & Newcastle four weeks later - Whitbread seems to stand for all that is traditional and unchanging.

Whitbread's fundamental weakness is that it has failed to develop a leading beer brand, as Bass, for instance, has done. It has protected itself from the threat of takeover through its two-tier voting structure. And it has extended this protection to other regional brewers through the significant shareholdings it owns through the

Whitbread Investment Company.

All this could change if the MMC decides to cut the "tie". It would almost certainly spell the end of Whitbread, the brewer. The group would be likely to sell its breweries to concentrate on its faster-growing retail side.

Retailing, from the 1,600 managed pubs to the Beefeater and Pizza Hut restaurants, now accounts for nearly 40 per cent of Whitbread's profits. The group's strategy has been to use the surplus cash flows from brewing to invest in restaurants and hotels and related leisure businesses.

So successful has it been in Britain that it is now gearing up for substantial expansion on its already established bases overseas, in Europe and North America.

In the process, borrowings have risen substantially. A significant portion is floating-rate and the interest charge in the first half jumped £5 million to £20.7 million. The group expects gearing to fall to 30 per cent once the revaluation of its retail outlets is complete, but cash could be a future constraint on growth.

County NatWest Wood-Mac, the stockbroker, predicts full-year profits up 13 per cent to £212 million to give a prospective multiple of 9. The retailing side has good growth potential, but there is better value elsewhere in the sector.

## Japanese brokers count cost of crash

From Joe Joseph, Tokyo

Japan's four leading securities houses, who dominate the world's biggest and most resilient stock market, are blaming last year's stock market crash, lower fixed commissions and a slump in the Japanese bond market for their first fall in profits in six years.

But profits for the year that ended on September 30, although down by between 18 and 38 per cent, were still fat enough to avoid the employee blood-letting that has swept through their American and European rivals.

Annual bonuses have been the main casualty in Tokyo, where the stock market largely forgot about the 1987 crash by March and has not bothered to look back since. The Nikkei stock average yesterday closed 166.71 points higher at a new peak of 28,956.12, its fourth record close in four days.

Despite an 18 per cent drop, Nomura, the largest of Japan's

big four brokers, reported pre-tax profits of ¥404.8 billion (£1.84 billion) on revenue down 12 per cent to ¥846.4 billion.

Among the Japanese companies that have reported results so far, Nomura's profits were second only to those of Toyota Motor Corp, which posted ¥521.7 billion.

Daiei Securities suffered a 23 per cent fall in pre-tax profits to ¥224.7 billion - still the third biggest profits total in the company's history.

Nikko Securities, hurt by a ¥24 billion loss on bond trading, reported the biggest percentage drop in earnings of the Big Four. Its pre-tax profits sank by 38 per cent to ¥148.7 billion.

Yamaichi Securities, which, alone among the four, is not increasing its dividend payment, said pre-tax profits for the year shrank 35 per cent to ¥143.2 billion.

## Chairman of AFBD attacks 'churners'

By Lawrence Lever

"The days of churn 'em and burn 'em are over," said Mr Christopher Sharples, the chairman of the Association of Futures Brokers and Dealers, at its annual meeting yesterday.

Mr Sharples criticized the activities of unscrupulous futures firms, who have used high-pressure selling to separate unsophisticated private investors from their money.

"Churning and burning" involves putting clients into futures contracts solely to generate commission for the firm, with no regard to the clients' interests.

Mr Sharples said the commodities and futures industry had been "tarnished by the image of the slick, smooth talking futures salesman, living the life of Riley and earning staggering sums of money by preying on unsophisticated private investors."

The meeting was a continuation of last month's, which had to be adjourned because of a mix-up over voting procedures.

Three new members were elected - two from companies who are part of the increasingly influential Commodity Traders Group, which has been fighting for the AFBD to make sections of its rulebook more appropriate to commodity traders who do not deal with private clients.

The two CTG members elected are Mr Philip Robinson, of Metallgesellschaft, and Mr Martin Emery, of Souden (UK) Ltd. Mr Mark Fox-Andrews, of Drexel Burnham, was also elected.

## Ultramar cash flow increases

By David Young  
Energy Correspondent

Ultramar, the independent oil company which has been on an acquisition spree this year, adding to its North Sea acreage and acquiring a refinery and marketing outlets in California, has reported quarterly profits showing higher cash flow despite the fall in the world oil price.

On an historic cost basis, third-quarter profits of £6.3 million compare with £9 million last year, and on a replacement cost basis profits of £12.4 million compare with £8.1 million.

Sales revenue was £258.7 million compared with £292.6 million a year ago and cash flow of £36.9 million compared with £29.6 million.

The replacement cost profit for the first nine months of the year is £53.3 million compared with £24.3 million in the same period last year and cash flow is reported at £111.8 million compared with £100.8 million a year ago.

The results are in line with City expectations, with most analysts predicting a surge in profits early next year once earnings start to come in from the refinery and marketing chain in California.

The company said further funds could come from the surplus in the now terminated company pension fund in Canada. It received £19 million from the fund in the first half and talks about further receipts are going on with the Canadian Government.

## Sketchley cleans up £7.3m with 31% rise

By Wolfgang Mischau

Sketchley may be known for its dry-cleaning operations but its other interests, including hot drinks vending machines and computer supplies, are fast in the progress of overtaking the laundries in operational size, in spite of assurances by Mr Malcolm Glenn, the chairman, that "dry-cleaning is not the odd baby out".

Yesterday, he unveiled a 31 per cent increase in pre-tax profits, up from £5.6 million to £7.3 million, on turnover up 27 per cent to £103.8 million, for the half year ended September.

Earnings per share rose by 15 per cent, from 13.2p to 15.2p. Sketchley acquired Roboserve last year, which



Glenn expanding interests

was merged with its Breakmate division to form Sketchley Vending and Catering Services. Mr Glenn said the division had established

itself as one of the country's largest vending machine operators with a market share of about 10 per cent.

Sketchley's dry cleaning operations, with 500 stores the second largest in the country, increased sales by 16 per cent to £19.36 million, and now forms Sketchley's smallest division. The company has reduced the number of depots from eight to six.

Office services, the largest division in terms of sales but the smallest in terms of profits, achieved turnover of £29.7 million, followed by vending services with sales of £27.97 million and consumer services where sales grew by 8 per cent to £26.76 million. The interim dividend was raised by 0.5p to 6.5p per share.

## Tax switch 'would hit poor hardest'

By Rodney Lord  
Economics Editor

The European Commission's proposals for harmonizing the EEC's indirect taxes would hit the poor hardest.

New research by the Institute for Fiscal Studies shows that in Britain the effect of extending VAT to food and fuel would outweigh the effect of cheaper drink and tobacco

on poorer households. Rich households would suffer proportionately less.

As well as increasing the tax burden this would turn what is at present a progressive tax system for VAT and excise duties into a markedly less progressive one.

Some lower-income households would pay a higher proportion of tax than higher-

income households. The average effect of the 1992 proposals would be to increase the indirect taxes paid by the poorest tenth of the population by 15.5 per cent, while the wealthiest tenth will face increases of only 5.8 per cent.

Who pays Indirect Taxes? by Catherine Lee and Panos Pashardes, from the Institute for Fiscal Studies (£10).

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| 3 yr          | 30.60                       | 33.60 | 36.60 | 39.60 | 42.60 | 45.60 | 48.60 | 51.60 |

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Wardle by Armstrong

Whitbread to

Land Securities built to £71.4m at half time

Irish replace Su

Another Howe on board

THE TIMES

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# Wardle £85m bid rejected by Armstrong Equipment

By Wolfgang Muehlan

Wardle Storeys, the specialist plastic products and safety and survival equipment group, has launched an £85.4 million hostile bid for Armstrong Equipment, the shock absorber and industrial fastening systems producer headed by Mr Roy Watts, chairman of the Thames Water Authority.

Meanwhile, the Stock Exchange is investigating an order for 2 million Armstrong shares which is understood to have been placed on Monday evening or Tuesday morning in advance of the bid.

There were also rumours in

the market that Hoesch, the West German steel manufacturer which recently moved into shock absorbers, could emerge as a counter-bidder, particularly since the market is expecting a higher bid.

Armstrong last night rejected the bid as opportunistic and wholly inadequate.

Caparo Group, Mr Swraj Paul's industrial group, the largest shareholder in the company with 9.5 per cent, said it would reject any offer below £2.00. Mr James Leck, its chief executive, said it was unlikely Caparo would launch

a counter-bid unless the Wardle Storey bid was recommended by management.

Wardle Storey is offering three of its shares and 640p cash for every 16 shares in Armstrong, valuing each Armstrong share at 160.4p. Armstrong shares rose 8p to 168p, reflecting market expectation of a higher offer, while Wardle Storey fell 12p to 639p.

The offer came as Armstrong Equipment is recovering from a number of setbacks, including severe stock accounting problems at its main shock absorber plant

in York, which led to a downturn in pre-tax profits to £7.1 million, down from £7.7 million, for the 53 weeks to July 2.

Wardle Storey said Armstrong's record was disappointing against a background of favourable conditions in the UK car industry.

Market analysts agreed the bid was opportunistic and that another bidder is likely to emerge. T&N, Tokiko of Japan, and Arvin Industries, of the US, are among those tipped as likely bidders.

## Share sale puts £51m valuation on Fairey

Shares in Fairey Group, the electronics to defence engineering company seeking a stock market listing, are being offered for sale at 155p each, valuing the company at £51.2 million.

Fairey expects pre-tax profits in the year to end-December 1988 to be £9.5 million, giving pro forma earnings per share of 16.9p. The price/earnings multiple on this basis is 9.2 times. The notional gross yield is 5 per cent.

A total of 14.9 million shares is being sold, of which 14.84 million are new shares which will raise £21.5 million for the company.

## Meeting call to Bestwood

Mr Tony Cole, who wants to be reinstated as chairman of Bestwood, has claimed he is being denied a meeting with the Bestwood board. Financial Trust SA has requisitioned an extraordinary general meeting to put the issue to the vote.

## Joint venture

Highland Participants has agreed a 50-50 joint venture in principle with London and Edinburgh Trust, to develop land at Southampton Airport. Highland reports pre-tax profit of £1.8 million in the first half of 1988, against £210,000 restated to include A&P Appleford at the interim stage last year.

## Wagon rises

Wagon Industrial Holdings raised pre-tax profits 52 per cent in the six months to end-September to £5.21 million. Turnover rose from £52.97 million to £79.18 million. The interim dividend is 5.25p (4.5p).

## Far East deal

Guinness Brewing Worldwide, the group's brewing division, seeks to merge its Malaysian interests with Malaysian Breweries Ltd and to form a joint venture with MBL in Singapore.

## Site sell-off

Waterford Glass Group, the Irish crystal and china group, has sold a 45-acre site in Glendale, California, to a property developer for \$24.8 million cash (£13.8 million).

## £41m order

A £41 million floating power station has been ordered by the Philippines National Power Corporation from John Brown Engineering, of Clydebank.

## COMMENT

# GEC jumps aboard the 1992 bandwagon

The proposed carve-up of Plessey will add fresh fuel to the debate over the vulnerability of British companies to European predators in the run-up to 1992. It greatly exercised the minds of many back-benchers when Nestlé took Rowntree by storm last year. And the theme formed the nucleus of the key-note message which emerged from last week's deliberations of the CBI in Torquay.

Admittedly, the joint bid for Sir John Clark's empire is dressed up as an Anglo-German venture. But it should not be forgotten that Siemens is launching its bid secure in the knowledge that its own intricate share structure and the powerful block of equity held by Deutsche Bank renders it quite immune from a hostile takeover.

It would appear that Britain is fast becoming, as the CBI suggested, the first port of call for EEC companies wishing to reposition themselves for the bracing competitive conditions which we are assured will prevail when the single market is up and running. Our securities markets are easily the biggest in Europe in terms of their breadth and depth. They provide a most hospitable environment for predators to launch a hostile takeover on any substantial scale. To hard working industrialists, who tend in any case to view the City with circumspection, the raid on Plessey will be taken as a further indication that the long-term fruits of their labours are likely to be snatched away by foreign competitors with deep pockets courtesy of fund managers with short time horizons.

For the Government and its regulators there are wider considerations, which must if justice is to be done, be laid before the Monopolies and Mergers Commission. Given Commission's firm thumbs down to the last effort by GEC to

take Plessey, it would hold the Commission up to ridicule if either the Office of Fair Trading or Lord Young's department were to wave the latest attempt through.

There were signs yesterday that the DTI is inclined to accept the seductive arguments about the benefits of size in world markets which are increasingly dominated by fewer and fewer mega-corporations. Overlaid by the attractions of giving the 1992 bandwagon yet another push, the momentum behind the proposed bid is already considerable.

Yet the Commission was far from convinced on this point when it examined the 1986 proposal for a merger of GEC with Plessey. The arguments likely to be used by GEC and Siemens this time will have a good deal of familiarity to the Commission's members. Lord Weinstock was listened to in great detail and at length when he detailed the case that the merger would provide for Britain a company with the strength and the depth to take on world leaders in export markets and resist the penetration of interlopers on the domestic front.

Yet the Commission gave short shrift to all of this. It questioned whether there might be benefits from the merger which might not be available to GEC and Plessey separately, except in the area of telecommunications, where of course the two companies have already established a joint enterprise.

Almost by default therefore, the negative arguments advanced by the Ministry of Defence, which maintained that there would be a damaging contraction in its choice of suppliers, won the day. Unless the MOD has turned on a sixpence, and the inclusion of Siemens in the equation substantially alters the case for a economies of scale, Lord Weinstock still has some talking to do.

## Vigilant regulators needed

It took seven years, from 1981 to 1988, for the Government to come up with the new system of investor protection which is enshrined in the Financial Services Act. It has taken less than six months for the whole approach to the new system to be dismantled by the Securities and Investments Board.

Earlier this year we were told by the SIB that detailed rule books were the best way to ensure investor protection. Now, apparently, it is generalized principles. Of course, with any new system only time will tell whether it works. The detailed approach of Sir Kenneth Berrill, who was unceremoniously discarded this year in favour of Mr David Walker, was hardly off the starting block before it was recalled.

Sir Kenneth's approach was largely prescribed by the Financial Services Act itself, in particular section 62 of the Act, which gives the public a new statutory right to sue any investment firm which

breaches a rule of the SIB or one of the self-regulatory organizations.

This provision made Sir Kenneth an inevitable prisoner to a highly detailed approach. The rules had to be spelt out in great detail so that investment firms could see how to avoid exposing themselves to section 62 actions. The operation of this section has now been watered down - practitioners and professional users of the markets cannot sue under section 62.

Any system of investor protection must strike the right balance between protection and allowing practitioners sufficient freedom to develop their business. It is an uneasy balance to achieve. But, when generalized principles are the cornerstone of investor protection, it is essential that there be vigilant and tough regulators to ensure that the investors are not sacrificed to the goal of having London as a premier financial centre.

# Whitbread toasts rise to £110m

By Carol Ferguson

Whitbread, the brewing and restaurant group, failed to excite the market with an 18.5 per cent rise in interim pre-tax profits to £110.6 million.

The results were in line with analysts' expectations, but the City was worried about the sharp rise in interest charges. The "A" limited voting shares lost 8p to close at 294p.

Interest charges jumped by one-third to £20.7 million as the group continued to spend on new restaurants, hotels, and public houses. Capital expenditure is likely to reach £300 million this year, lifting borrowings by about £100 million and lifting the debt-to-equity ratio to 40 per cent.

Mr Sam Whitbread, the chairman, said the group's properties were being revalued. "I expect the revaluation to add not less than £500 million to the value of our properties, taking the total up to £1.5 billion." This would reduce gearing to 30 per cent.

Brewing and wholesaling profits rose 9.2 per cent to £59.4 million. Retailing profits jumped 23.5 per cent to £49.9 million.

The interim dividend was raised 16 per cent to 3.25p net. *Times*, page 26



Pint of the best: Sam Whitbread, the chairman, after the interim results yesterday

## Land Securities builds to £71.4m at half time

By Cliff Feltman

Land Securities, the property investment group with assets worth more than £4 billion, made profits before tax of £71.4 million in the first half to end-September, up from £64.5 million last time.

Rental income showed a rise from £96.5 million to £110.8 million. Earnings per share rose from 8.32p to 9.21p. On the stockmarket the shares rose 7p to 583p.

The company earmarked

£120 million for a substantial development programme during the six months. Work was under way on 1.2 million sq ft of offices, about 450,000 sq ft of shopping space and nearly 900,000 sq ft of shopping centre refurbishments.

In the City of London, redevelopment has started at Leith House, Moorgate Hall, Milton Court, and continues at Aldgate Street and Salisbury Square.

## Outhwaite loses again over contracts dispute

By Richard Thomson, Banking Correspondent

RHM Outhwaite, the Lloyd's underwriting agency, has suffered its second defeat over contracts which are likely to involve massive future asbestos and pollution claims in the US.

The decision by arbitrators against Outhwaite Syndicate 661 was made on the same grounds as an earlier one - that the underwriter could not avoid claims on run-off insurance policies taken on in

1982. Outhwaite, which is expected to appeal against the decision, claims that it was given inadequate information when it took on business from other syndicates and that they should cover losses arising.

● Mrs Mary Archer, a former chemistry lecturer, who is married to Mr Jeffrey Archer, the author, was elected on her second attempt to the Council of Lloyd's yesterday, as one of eight external members.

## Irish replace Sutherland in Brussels

From Michael Dwyer, Strasbourg

Mr Peter Sutherland, the controversial Irish Commissioner for competition policy, will not be re-nominated to serve a second four-year term on the 17-member European Commission, the Irish government announced yesterday.

Mr Sutherland will be replaced by Mr Ray MacSharry, aged 50, former finance min-

ister in Mr Charles Haughey's Fianna Fail government.

Mr MacSharry will take up his new £80,000-plus job in January when the new Commission, headed by the French socialist president, M Jacques Delors, takes office for the crucial four-year period and is expected to witness the completion of the European internal market by 1992.

While the composition of the next commission is now virtually complete, the new commissioners will not be allocated their portfolios until the middle of December, in a somewhat acrimonious ceremony that has come to be known as the "night of the long knives."

Mr Sutherland's allegiance to the Opposition Fine Gael

party had made his reappointment extremely unlikely.

The new Irish commissioner is not expected to be given his predecessor's portfolio, in which Mr Leon Brittan, the new British commissioner who replaces Lord Cockfield, currently responsible for the internal market, has already expressed interest.

## Another Howe on board

The tradition whereby a retiring Cabinet Minister takes a series of City directorships is well known, but it is comparatively unusual for the wife of such luminaries to steal a march on their husbands. But that is exactly what the spouse of Sir Geoffrey Howe, the Foreign Secretary, has done. Elspeth Howe, former deputy chairman of the Equal Opportunities Commission - a post she relinquished when her husband achieved ministerial office - has become a non-executive director of United Biscuits. She is the first woman to join the board of the McVities biscuits and KP peanuts manufacturer, having already stormed the ramparts of another former male bastion - the board of Woolworths. Another new fellow non-executive director has also just been appointed to the UB board. He is Neil Shaw, aged 59, the chairman of Tate & Lyle, who already holds several other non-executive directorships including Texaco Canada, Smiths Industries and Smith & Nephew. The two replace Sir James Cleminson, chairman of Reckitt & Colman and vice-chairman of Norwich Union, and Sir Michael Pallister. They retire from the UB board in May 1989. Sir Hector Laing, UB's chairman, who is currently in the US, is a well-known Conservative Party supporter - the company traditionally lends a helicopter to the Prime Minister during General Election campaigns.

## THE TIMES CITY DIARY

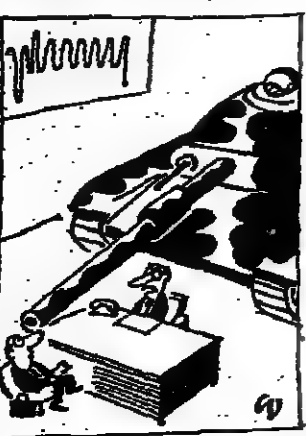
### Journal of bad news

The bible of the western financial world, *The Wall Street Journal*, has seen its circulation slide in the year since the stock market crash. Average sales for the six months from April to September were 1,917,137, a 3.8 per cent drop compared with the same period last year. The reason for the fall, according to the Audit Bureau of Circu-

tion, is that investors are sitting on the sidelines. The *Journal's* fall was not the greatest among the US's top 50 newspapers: the *New York Post's* circulation fell by more than 20 per cent as it switched from printing in the afternoon to the morning in order to cover the suburbs as well. However, *Newsday* and the *New York Times* improved.

## Apparent heir

Lee Iacocca, the ebullient chairman of Chrysler, has effectively nominated his successor. In a top management reorganization, Gerald Greenwald, aged 53, has become vice chairman; he was formerly in charge of the Chrysler motors subsidiary.



"Yes, we shall be calling on all our defence expertise"

## Fair exchange

Wags at Barclays de Zoete Wedd have been having a go at the Christmas spirit already, methinks. In the brokers' latest *Exchange Rate Monitor*, clients are exhorted to "buy your mother-in-law dollars for Christmas". If you hedge your bets and buy them now, Mark Brett and Nick Murphy say: "You may upset her enough that she won't come for Christmas, but she should be happy in the New Year."

## Caught flat-footed

David Goldstone, head of Regalian, the up-market residential developers, had laid on all the trimmings for a Press and analysts' visit to his new Chelsea project, Crown Lodge, a former block of police flats which is now being turned into 130 lavish flats costing up to £535,000. His elaborate preparations, however, failed to impress the dreaded wheel-clamp squad. As visitors filed into the central porter's lodge, one of the dumper trucks being used by the builders still working on the scheme was unconsciously fitted with the Denver Boot, to the amusement of the guests and embarrassment of the Regalian brigade. "If that's the way they behave around here, I don't think I'll bother buying one of their flats," said one property analyst, quickly pocketing his cheque-book.

## Gilty party

The National Treasury of Venezuela has apparently discovered that all that glitters is most definitely not gold. The story goes that 18 gold bars were confiscated from a smuggler at Caracas International Airport five years ago, and placed in the Treasury's vaults. The smuggler then disappeared. Last week, a Treasury official noticed that the bars were not as they should be. When tested, it was discovered that they were not gold at all, but lead painted yellow. As yet, no one knows when the switch was made, or by whom.

Rosemary Unsworth

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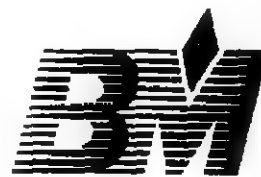
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## BRITISH MIDLAND



THE TIMES 1000 1988-1989

# Charting Japan's ever-rising sun

In 1964 *The Times* 300, a new industrial yardstick, was born.

Tomorrow *The Times* 1000, its greatly expanded and truly international descendent, is published. Margaret Allen, the editor, charts its growth



Climbing into the top 10 of the world's biggest groups: British Petroleum's Sir Peter Walters

measured by turnover, of the world's leading companies are now therefore possible, although very different accounting procedures and rules of disclosure make further comparisons dubious, except among American and EEC companies and in those countries which have broadly adopted British accounting principles, largely as a legacy of their colonial past.

The early editions of *The Times* 1000 were published

Which is the world's largest industrial grouping? How many companies in the United Kingdom have a total sales turnover in excess of £10 billion? Is the rise of Japanese industry and banking in world business gathering pace? How did the stock market crash of October 1987 affect the investment companies?

These are just a few of the hundreds of questions which are answered in the new edition of *The Times* 1000, which is published today. It reviews in statistical form the performance of the world's leading industrial and commercial companies, and the British financial sector for the financial years ending mainly during 1987.

As the figures are expressed in sterling, the immediate impression may be that many international companies appeared to go sharply into reverse during the year. However, these setbacks were more apparent than real, as the currencies of some of the major trading nations depreciated quite sharply against sterling during 1987.

The result is that in terms of both turnover and profits American companies weakened, not only in comparison with British groups, but also with other countries, particularly Japan. By contrast, the steady upward progress of Japanese companies among the world's giant concerns proceeded unchecked.

Even more so, the *sogo shoshas*, those unique Japanese umbrella trading organizations which service many companies within a particular group, increased their domination.

For example, five of the world's 10 biggest industrial groupings are *sogo shoshas*, and Japan has as many as 17 organizations within the top 30, against 14 for the United

States. Five years ago, when we started this table, the figure was 23 for the US and 10 for Japan.

All the rest are in Europe, and mainly in the European Economic Community — only one, Swiss-based Nestlé, has its headquarters outside the EEC.

Japanese dominance does not stop at industry. The world's six biggest banks are Japanese, and it is also home to the world's biggest brewer, Kirin Brewery, and has a total of three in the top 25 brewers and distillers.

British groups score well in brewing, but Australia's Elders, at present lying in third place, looks poised to overtake all the others, if its bid for Scottish & Newcastle Breweries, now referred to the Monopolies Commission, eventually succeeds.

The UK has three representatives in the top 50 list, though two of them are jointly owned with the Netherlands — Royal Dutch Petroleum/Shell Transport and Trading, and the two Unilevers. British Petroleum is the only totally British-based company in the top 50.

*The Times* 1000 has grown greatly in scope and detail since it was first published in 1964 as *The Times* 300. Then, it included only British industrial and commercial companies and, separately, some British financial institutions.

Today, it covers the top 100 American companies and top 50 Japanese, as well as the leading groups in Canada, Australia, the Republic of Ireland, South Africa, Hong Kong, Malaysia and Singapore.

In all, apart from the last four, where capital employed is the criterion of size, companies are ranked by turnover. Using *The Times* 1000, valid comparisons of size, as

## WORLD'S TOP FIFTY INDUSTRIAL GROUPINGS

|    |      | Main Activity                  | Sales (£m) | Year end |
|----|------|--------------------------------|------------|----------|
| 1  | (3)  | Citoh (Japan)                  | 84,827.4   | 31.03.87 |
| 2  | (1)  | Mitsubishi (Japan)             | 82,214.1   | 31.03.87 |
| 3  | (1)  | Shell/Royal Dutch (UK/Nld)     | 80,611.0   | 31.12.87 |
| 4  | (4)  | General Motors (USA)           | 59,502.2   | 31.12.87 |
| 5  | (7)  | Marubeni (Japan)               | 58,168.0   | 31.03.87 |
| 6  | (5)  | Sompo (Japan)                  | 57,351.1   | 31.03.87 |
| 7  | (5)  | Mitsubishi (Japan)             | 55,543.8   | 31.03.87 |
| 8  | (6)  | Exxon (USA)                    | 55,568.8   | 31.12.87 |
| 9  | (10) | Ford Motor (USA)               | 41,902.9   | 31.12.87 |
| 10 | (11) | British Petroleum (UK)         | 34,932.0   | 31.12.87 |
| 11 | (12) | Nippon Yusen (Japan)           | 33,740.0   | 31.03.87 |
| 12 | (12) | IBM (USA)                      | 31,710.5   | 31.12.87 |
| 13 | (14) | Mobil (USA)                    | 29,994.4   | 31.12.87 |
| 14 | (13) | Toyota Motor (Japan)           | 29,314.1   | 30.06.87 |
| 15 | (15) | Sasol, Roebuck (USA)           | 28,381.1   | 31.12.87 |
| 16 | (20) | Nippon TT (Japan)              | 28,509.6   | 31.03.87 |
| 17 | (23) | IRI (Italy)                    | 23,188.4   | 31.12.87 |
| 18 | (21) | General Electric (USA)         | 22,994.9   | 31.12.87 |
| 19 | (21) | Hitachi (Japan)                | 21,686.0   | 31.12.87 |
| 20 | (17) | Daimler-Benz (W Germ)          | 20,105.2   | 31.12.87 |
| 21 | (25) | Texaco (USA)                   | 19,650.8   | 31.12.87 |
| 22 | (22) | AT & T (USA)                   | 18,761.0   | 31.12.87 |
| 23 | (26) | Nissan Motor (Japan)           | 18,267.2   | 31.03.87 |
| 24 | (19) | Toyo Minka Kaisha (Japan)      | 18,000.2   | 31.03.87 |
| 25 | (27) | Matsushita (Japan)             | 17,820.1   | 31.12.87 |
| 26 | (31) | Du Pont (USA)                  | 17,555.2   | 31.12.87 |
| 27 | (28) | Volkswagen (W Germ)            | 17,150.7   | 31.03.87 |
| 28 | (29) | Tokyo Electric (Japan)         | 16,725.5   | 31.12.87 |
| 29 | (35) | Deutsche Post (W Germ)         | 16,550.0   | 31.12.87 |
| 30 | (36) | Unilever (UK/Nld)              | 16,529.2   | 31.12.87 |
| 31 | (35) | Siemens (W Germ)               | 16,487.7   | 31.12.87 |
| 32 | (34) | Chrysler (USA)                 | 16,193.2   | 31.12.87 |
| 33 | (37) | Phillips Morris (USA)          | 15,388.0   | 31.12.87 |
| 34 | (43) | Chrysler (USA)                 | 15,382.1   | 31.03.87 |
| 35 | (24) | Nichimen (Japan)               | 15,015.0   | 31.12.87 |
| 36 | (33) | Phelps (Nld)                   | 14,988.5   | 27.01.88 |
| 37 | (40) | K Mart (USA)                   | 14,852.4   | 31.03.87 |
| 38 | (33) | Kanemitsu-Gosho (Japan)        | 14,844.5   | 31.12.87 |
| 39 | (42) | Tochiba Corp (Japan)           | 14,513.1   | 31.12.87 |
| 40 | (18) | ENI (Italy)                    | 13,658.5   | 31.12.87 |
| 41 | (38) | Nestlé (Switzerland)           | 13,008.4   | 31.12.87 |
| 42 | (48) | Veolia (W Germ)                | 12,503.3   | 31.12.87 |
| 43 | (60) | Electricité de France (France) | 12,932.3   | 31.12.87 |
| 44 | (46) | FIAT (Italy)                   | 12,702.3   | 31.12.87 |
| 45 | (47) | Honda (Japan)                  | 12,555.8   | 28.02.87 |
| 46 | (47) | COE (France)                   | 12,144.8   | 31.12.87 |
| 47 | (48) | AGF (France)                   | 12,134.5   | 31.12.87 |
| 48 | (49) | Bayer (W Germ)                 | 11,937.5   | 31.12.87 |
| 49 | (49) | Hoechst (W Germ)               | 11,877.4   | 31.12.87 |

Figures per annum. Company headquarters and last year's rating shown in parenthesis. \*Unilever company. Exchange rates used as at 30.06.88 against £1 sterling: France 11.7651 Franc; Italy 2,309.89 Lire; Japan 227.72 Yen; Netherlands 3.6106 Guilder; Switzerland 2.50715 Franc; USA \$1.7095.

## Two of the 1964 leaders which looked impervious have been taken over

are still there, including the publicly owned Electricity Council, which is slated for privatization shortly.

Two of the 1964 leaders which at the time looked impervious to predators — Imperial Tobacco and Distillers — have disappeared in takeover bids. Part of the Post Office has moved to the private sector and that section now figures in the top 10 as British Telecom. Another nationalized industry, the

National Coal Board (now renamed the British Coal Corporation and also targeted for privatization) went into loss for many years, although in 1986 and 1987 it reported surpluses.

Among newcomers to the profitability list is Hanson, which in recent years has been moving sharply up through the ranks of British industry. Ten years ago, the group was in 90th spot; five years ago it had risen to 50th; last year it was 17th and it is now eighth.

Though some of the improvement has come through internally generated trading, the company has surged ahead mainly through takeover bids.

The same is true of advertising agents Saatchi & Saatchi. Relatively unknown 10 years ago, the group has grown sharply, with a strong contribution from newly acquired companies. Last year, it leapt from 86th to 47th place, and this time it is 24th.

Incidentally, *The Times* 1000 includes an index of the full names and addresses of all companies — home-head foreign — which appear in the publication.

*The Times* 1000 is available from Times Books Limited, 16 Golden Square, London, W1R 4BN, and leading book-sellers (£25).

## LAND SECURITIES INTERIM RESULTS

Extracts from the consolidated profit and loss account for the half year ended

| Year to 31.3.88 (audited) | £m  | 30.9.88 (unaudited) | £m    | 30.9.87 (unaudited) | £m |
|---------------------------|---|---------------------|-------|---------------------|----|
| 196.8                     | Rental income                                 | 110.8               | 96.5  |                     |    |
| 251.0                     | Total income                                  | 135.9               | 118.6 |                     |    |
| 207.4                     | Net rents and interest receivable             | 112.5               | 97.4  |                     |    |
| 73.8                      | Interest payable                              | 41.1                | 32.9  |                     |    |
| 133.6                     | Profit on ordinary activities before taxation | 71.4                | 64.5  |                     |    |

The profit on ordinary activities before taxation for the second half of the year to 31st March 1989 is not expected to differ materially from that of the half year to 30th September 1988.

An interim dividend has been declared of 4.1p per share (1987: 3.65p) which with the related tax credit is equivalent to 5.47p (1987: 5p).

The substantial development programme is progressing well.

Work is now underway on 1.2m sq. ft. net of offices, over 450,000 sq. ft. of shopping space, nearly 900,000 sq. ft. of shopping centre refurbishments and on the 1m sq. ft. retail warehouse programme.

Three new acquisitions in the City and West End will facilitate and enhance the future development potential of adjacent office holdings. In Coventry and East Kilbride acquisitions create opportunities for future shopping developments to link with existing holdings. A re-arrangement of the underlease of 33 Grosvenor Place SW1 provides the opportunity for a future redevelopment or refurbishment.

Acquisitions, subject to legal formalities, of freehold buildings and sites, when fully developed, will add some 600,000 sq. ft. of industrial space and will increase the retail warehouse portfolio.

The issue, in September, of £200m 10% First Mortgage Debenture Stock 2030, maintains the Group's strong financial position and enables it to continue to expand the development programme and to seek further acquisitions of suitable quality.

A leaflet setting out the Interim Results and comments in more detail is being despatched to the Shareholders. A copy may be obtained from The Secretary.

LAND SECURITIES PLC, Landsec House, 21 New Fetter Lane, London EC4P 4PY

## Keeping track of trade's triumphs and disasters

By Richard Rickson

More and more companies are vanishing as the number of takeovers and mergers increases, according to the latest edition of *The Times* 1000.

Well-known names such as Safeway, British Caledonian and Freemans have disappeared, while others such as British Midland reappear through new holding companies.

The latest edition reflects 144 changes, as takeovers and mergers make their impact on rankings. The list of "ins" and "outs" grows each year — from 87 two years ago to 113 last year, and this year's figure of 144 represents 288 changes in the rankings.

Compiling *The Times* 1000 is a technological challenge. Exel Financial, the corporate data and financial information specialists, has provided the figures for every edition, first.

Then, the tables were prepared manually, covering the top 300 companies. Today 2,200 companies are included. Technology has changed dramatically in that period, and the main table is now compiled using Exel Financial's EXSTAT database, so the press of a button can produce a print-out of the top 1,000 companies ranked by turnover. But a great deal of work is undertaken before that button can be touched.

For example, new companies have to be monitored. For those who have been granted a listing in the previous 12 months this is simple as they are well documented — it is the private companies that bring the challenges.

More than half of the top 1,000 companies have no share listing. The qualification for entry is that a company must be registered in the United Kingdom and must not be a subsidiary of another UK company.

Foreign ownership is acceptable — Ford Motor, for example, regularly appears as it is the UK holding company, while Imperial Group is not shown as its figures are contained in those of its parent, Hanson.

Searching for large private companies is time-consuming for the analysts. Having found them and checked their ownership, it is often the case that there should be more recent accounts available than those on file at Companies House.

Acquiring a copy of those up-to-date accounts can be a problem; many of the companies reveal nothing more than has been supplied to the Registrar.

This has become less of a problem in recent years, particularly with larger companies, but when a figure needs to be checked or a clearer definition made available, public companies are far more helpful than private ones.

Another constraint is the "cut-off" date: the latest annual report is required by June 30. If these have not arrived by early June, the companies are contacted. It is the ones which do not co-operate that are likely to complain six months later that they are not high enough in the table because their latest figures have not been used.

Each edition gives lists of both the new companies in the top 1,000 and those that they replaced.

Some of the smaller domestic tables — for example

## UK'S TOP TEN PROFIT MAKERS

| 1984                | Profit* (£000) | 1988                | Profit* (£000) |
|---------------------|----------------|---------------------|----------------|
| British Petroleum   | 217,200        | British Petroleum   | 3,888,000      |
| British Council     | 184,305        | British Telecom     | 2,691,000      |
| Shell Trans/Tra     | 179,228        | Shell Trans/Tra     | 2,274,000      |
| ICI                 | 117,200        | ICI                 | 1,574,000      |
| BAT Industries      | 76,882         | BAT Industries      | 1,542,000      |
| The Post Office     | 72,558         | British Gas         | 1,398,000      |
| Unilever Plc        | 55,807         | Shell UK            | 1,387,000      |
| National Coal Board | 58,041         | Esso UK             | 1,076,300      |
| Distillers          | 39,838         | Hanson              | 1,041,000      |
| Imperial Tobacco    | 36,107         | Electricity Council | 808,500        |

\*Before interest and tax. †Then British-American Tobacco

biggest rises/falls in profits, top employers, money losers — are also taken from the EXSTAT database, but the majority are not. These are tables ranking banks, building societies, insurance companies and other financial companies, and they present problems of their own, not least in the area of overlapping activities.

Nationwide Anglia and Abbey National appear in the Building Societies top 50 but offer similar facilities to Barclays or Lloyds, which themselves offer mortgages. Property companies are similarly difficult to classify. Two insurance tables are compiled — life and non-life — and several companies appear in both. Thus a company ranked in 20th place for life and for non-life might misleadingly appear to be smaller than a company that is in just one table but with a higher placing.

Exel's coverage of overseas companies is sufficient for there to be few problems with tables such as the European 500 and the United States 100, but a worldwide mailshot is always carried out.

Surveys and rankings done in other parts of the world are always scrutinized but the rule of excluding subsidiaries is not so clear-cut abroad, especially in the European table. There, many companies do not provide consolidated accounts, so subsidiaries which are large enough in their own right may well have to be shown separately.

Some countries are more helpful than others in complying with requests to send their accounts. IRI, the Italian conglomerate, which failed to respond to letters and telexes, said that five signatures were necessary before such information could be supplied.

The hardest table to compile is the Top 50 Rest of the World, as company information is unobtainable in some countries.

Some countries, particularly in Central or South America, have few entrants because conversion from their currencies into sterling reduces their often-improved results to negligible amounts.

The time-consuming compilation of the index listing the name and address of every company in the book is usually the final job. When completed, each set of proofs are only released for the last time when Exel Financial has made a final check.

The author works for Exel Financial and is compiler of *The Times* 1000.

## ALPHA STOCKS

## WALE



## BUSINESS LETTERS

## Income tax commissioners

From Major W.V. Temple  
Sir, I am surprised that in his article on the Council on Tribunals (November 8), Sir Cyril Philips states that the responsibility for the General Commissioners of Income Tax rests with the Inland Revenue. This would indeed be a matter of public concern and we make a point of stressing to all appellants that the commissioners are entirely independent of the revenue and, at their first hearing, generally have no knowledge of the appellant's case and are entirely impartial.

The Lord Chancellor's department already has the responsibility for the general commissioners and he appoints them on the recommendation of area advisory committees, drawn from local commissioners.

Hearings are before a minimum of two commissioners who are advised on legal points by their clerk, a qualified barrister or solicitor. It is the commissioners' duty to give notice to every appellant of the day for hearing of his appeal but, as an administrative convenience, the revenue lists the appeals to be heard on a certain day, the notices, however, being sent out by the clerk. Any appellant may apply to the clerk to have their dispute with the revenue heard by the commissioners who will add their name to the list prepared.

There may be a need for training but, if care is taken to select people of the right calibre this will be minimal. I believe, however, that there is a need to reduce inconsistencies which would call for some central input. Otherwise I believe that the taxpaying public is well served by a body about which too little is known.

Yours faithfully,  
(MAJOR) W.V. TEMPLE  
Chairman, Greater Manchester Advisory Committee,  
Chairman, Salford & North Manchester Division,  
Bollington House,  
Nether Alderley,  
Macclesfield, Cheshire.

## City values and the Elders bid for S&amp;N

From R. Fokard  
Sir, To those of us who regard a career in industry as an opportunity to serve society by ensuring the effective and efficient use of its resources - a role in which the exercise of social responsibility and ethics has relevance - the current ascendancy of City "values" must give rise to serious concern.

The recent events surrounding the Elders bid for Scottish & Newcastle Breweries illustrate the point.

City criticism of Sir Gordon Borrie's recommendation to refer this bid to the Monopolies and Mergers Commission for investigation can only be understood in the context of

an overriding desire to take commission from the sale of shares, accompanied by a naive faith in market mechanisms, and a disregard for the consumer and public interest.

A knowledge of market imperfections in the brewing industry (the "tie" being but one); a concern to avoid local and regional monopolies, or a concentration of power in particular market sectors (in this case lager); makes the referral not only understandable, but clearly necessary.

City opinion, generally, has criticised S&N for an "inept" defence. This "ineptitude" might be interpreted as that company's application of the City's own publicly pro-

claimed standards of gentlemanly behaviour, as opposed to the underlying cynicism and opportunism demonstrated by the belated acquisition of S&N shares by Elders which occurred after Lord Young's announcement of the MMC referral.

How can such an important social institution as the City continue to avoid legally enforceable regulation of its activities when its behaviour so consistently falls short of the standards required?

Yours faithfully,  
R. FOKARD,  
291 High Road,  
Chilwell,  
Nottingham.  
November 11.

## Abbey board 'propaganda'

From Mr J. E. R. Little  
Sir, It is simply not true that the Abbey National board has kept its members informed (letter from Sir Campbell Adamson, chairman of Abbey National, November 10).

As a member, all I have received is propaganda for the board's point of view, putting up a few arguments against flotation merely to refute them.

I have had to rely upon the scanty Press comments for any real discussion of the issues involved.

Sir Campbell Adamson even refused to provide the address of the Abbey Members against Flotation organisation - "I do not have to hand the address of..."

Nor have the promised meetings yet materialised.

The board is, in fact behaving as though Abbey were already a public limited company and its members just shareholders.

If it is a good thing for Abbey to go public, presumably we may expect other building societies to follow suit.

Yours faithfully,  
J. E. R. LITTLE,  
Golsa,  
Stoneside Lane,  
Hastings,  
East Sussex.  
November 10.

## Ombudsman's role

From Mr A. H. Pengelly

Sir, The announcement that the Parliamentary Ombudsman is to hold an inquiry into the Department of Trade and Industry's handling of the Barlow Clowes Investment Group affair will surely hearten those investors who lost out.

Perhaps, though, they should temper their hopes by the knowledge that the Parliamentary Ombudsman, under Section 11 of the Parliamentary Commissioner Act, is empowered to obtain and keep secret such information as is obtained by him and his officers.

In other words, secret information can be obtained by the Ombudsman from the persons against whom complaint is made and that such information can remain secret from the very persons who make the complaint and who are, therefore, denied the right of refutation.

Yours faithfully,  
A. H. PENGELLY,  
36 Thorn Park,  
Mammam,  
Plymouth.  
November 9.

## Clowes and 'impooverished' investors

From Mr A. Willock

Sir, How encouraging to read in your front page story (October 21) that Tory MPs were angry that the Government, more or less cleared of incompetence in the Barlow Clowes debacle, are not prepared to bail out those investors who have lost their savings in the affair.

Apparently the thinking is that the Government have a moral duty to intervene to save the small investors involved from financial loss.

Where were these angry Tories when DHSS benefi-

ciaries took a hammering earlier this year?

Perhaps it is because some of their supporters look like joining the ranks of the "sufferers," that there is this sudden interest in morality.

Let us hope that this new found concern is not limited to recently impoverished gentle folk.

Yours faithfully,  
ANDREW WILLOCK,  
15 Woodlea Drive,  
Bromley,  
Kent.  
October 21.

CABLE AND WIRELESS.  
RECORD PROFITS ON THE LINE.CABLE AND WIRELESS  
INTERIM REPORT

| £m (unaudited results) | 6 months to 30 Sept 1988 | 6 months to 30 Sept 1987 | % growth |
|------------------------|--------------------------|--------------------------|----------|
| Turnover               | 509                      | 467                      | 9%       |
| Profit before taxation | 198                      | 165                      | 20%      |
| Attributable profit    | 139                      | 109                      | 28%      |
| Earnings per share     | 13.2p                    | 10.7p                    | 23%      |
| Dividend per share     | 2.82p                    | 2.30p                    | 23%      |

The directors of Cable and Wireless plc report the following unaudited results for the six months ending 30th September, 1988.

- Mercury reports its first trading profit.
- Profit before tax has increased by 20% to £198m - an increase of £33m.
- Trading profit has increased by 22% to £174m - an increase of £31m, despite a weakening of the US dollar of 8%.
- Productivity has increased from 33% to 37% - measured as the ratio of regional trading profit to turnover.
- The return on average net assets has increased from 21.4% to 23.3%.
- Profit for the first six months is higher than for the whole financial year ending 31st March, 1984.
- Profit for the first six months is more than double that for the whole financial year ending 31st March 1982 - the year of privatisation.



**Cable and Wireless**  
THE WORLD TELEPHONE COMPANY

CABLE AND WIRELESS PLC, MERCURY HOUSE, THEOBALDS ROAD, LONDON WC1X 8RX.

## The other side of takeover battles

From Mr Brian Wood  
Sir, It is interesting and not unamusing to observe the reactions of a large undertaking faced with a takeover bid while considering what may have been the reactions of the smaller undertakings which (it) itself took over to reach its

present size.  
I am, Sir,  
Your obedient servant,  
BRIAN WOOD,  
Crendon Cottage,  
Evesham,  
Worcestershire,  
Colwall,  
Nr Malvern.  
October 18.

## RECENT ISSUES

| EQUITIES           |         | Microstand Inc     | 98      |
|--------------------|---------|--------------------|---------|
| Apulco Watch Prods | 28 1/2  | Portonair Services | 186     |
| AMSS (118)         | 121     | Racal Telecom      | 170     |
| Barclays Nat (110) | 110     | Pine               | 123     |
| Builder Co (125)   | 110     | SCR Corp           | 110 1/2 |
| Cadwell Inv        | 53      | SMAC Group         | 95 1/2  |
| Chelston Group     | 103     | Spectolux          | 72 1/2  |
| Colomado           | 137 1/2 | Sunstar & Vise     | 128 1/2 |
| Com-Tek            | 108     | Swadlow            | 160     |
| Darby Group        | 140     | Williams Lim P/P   | 14      |
| Edinburgh Hosiery  | 128     |                    |         |
| Hartgate (50)      | 153     | NFTS ISSUES        |         |
| Hearing Son (150)  | 153     | Barnett R/P        | 1 1/2   |
| Hi-Tech Sports     | 142 1/2 | Howard R/P         | 23      |
| Jensley Gen Inv Tr | 151     | Poly Pack R/P      | 35 1/2  |
| Joyce Group        | 170 1/2 | Royal Bank R/P     | 1       |
| Lincat Group (11)  | 123 1/2 | Watt Price R/P     | 1       |
| Mallory Group      | 212 1/2 |                    |         |
| Metalsbank Bank    | 144 1/2 |                    |         |
| Nat Telecom        |         |                    |         |

## ALPHA STOCKS

| Vol '000    | Vol '000 | Vol '000   | Vol '000 |
|-------------|----------|------------|----------|
| AOT         | 1,445    | CU         | 1,222    |
| Abbey       | 1,725    | Com Gold   | 185      |
| Adycom      | 1,883    | Cookson    | 2,540    |
| Avon        | 1,316    | Coates     | 1,602    |
| ASDA        | 6,038    | Dalgety    | 1,038    |
| AB Food     | 48       | Dixons     | 1,577    |
| Argyll      | 1,218    | EDC        | 288      |
| BAA         | 4,918    | Enterprise | 229      |
| BE          | 1,285    | Ferret     | 28,320   |
| BTR         | 1,083    | Fisons     | 2,221    |
| BAT         | 2,244    | FRB Bank   | 2,078    |
| Barclays    | 1,332    | Gateway    | 1,264    |
| Bass        | 188      | Gen Acc    | 1,200    |
| Bechtel     | 1,822    | SEC        | 20,304   |
| Bees        | 2,172    | Globe      | 1,321    |
| Bentley     | 388      | Globe Inv  | 219      |
| BICC        | 717      | Glynwed    | 1,248    |
| Blue Arrow  | 8,242    | Grange     | 938      |
| Blue Circle | 1,084    | Grand Met  | 3,401    |
| BOC         | 1,286    | GUS 'A'    | 483      |
| Boots       | 3,077    | GRE        | 2,274    |
| BP          | 977      | GKN        | 238      |
| BP Aero     | 2,379    | Guinness   | 1,030    |
| BP Airways  | 2,137    | Hagman 'A' | 1,087    |
| BP Com      | 808      | Harcourt   | 2,355    |
| BP Gas      | 2,576    | H&C        | 139      |
| BP Land     | 3,482    | Hawker     | 1,040    |
| BP Petrol   | 4,738    | Hilldown   | 372      |
| BP Telecom  | 4,554    | IMI        | 1,815    |
| Burl        | 385      | ICI        | 1,408    |
| Burnham     | 78       | Jaguar     | 3,115    |
| Burns       | 5,517    | Jaguar     | 1,345    |
| CBW         | 3,303    | Lasson     | 920      |
| Cadbury     | 1,045    | Ladbroke   | 1,165    |
| Coats       | 1,220    | Land Sec   | 3,748    |

## WADE

Preliminary Results for the year ended  
31st July 1988

\* Pre-Tax Profits £2,308,716

\* Dividend increased by 15% to 5p per share

Copies of the Report and Accounts will be available  
on 2nd December, 1988 from The Company Secretary.

**WADE POTTERIES PLC., STOKE-ON-TRENT**  
Greenhead Street, Burslem, Stoke-on-Trent  
Staffordshire ST6 4AA

Manufacturers and Distributors of Ceramics  
and related products



## Dow slips on talk of prime rate rise

**GEC finished 5½p better at 178p as Plessey rejected the offer.**

million British Land shares at 355p, 892,000 Land Securities at 577p and 530,000 MEPC at about 566p. British Land finished 4p dearer at 359p and rises were also seen in Land

**Enterprise lost 11p to 537p on persistent selling started by reports that Elf Aquitaine, the**

**Michael Clark and  
Geoffrey Foster**

dex was down 0.9 points to 1,522.3.

[illegible]

|           | Cash |     |     |     |     |     |     | Cash  |     |     |     |     |     |     |
|-----------|------|-----|-----|-----|-----|-----|-----|-------|-----|-----|-----|-----|-----|-----|
|           | Jan  | Feb | Mar | Apr | May | Jun | Jul | Jan   | Feb | Mar | Apr | May | Jun | Jul |
| Adl Lyeur | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 220   | 26  | 31  | 37  | 4   | 1   | 11  |
| (+81)     |      |     |     |     |     |     |     | (254) |     |     |     |     |     |     |
| Ball Air  | 140  | 24  | 19  | 2   | 2   | 4   | 4   | 140   | 14  | 17  | 17  | 1   | 1   | 1   |
| (+12)     |      |     |     |     |     |     |     | (255) |     |     |     |     |     |     |
| Belt One  | 220  | 22  | 30  | 38  | 5   | 11  | 12  | 180   | 15  | 18  | 18  | 1   | 1   | 1   |
| (+23)     |      |     |     |     |     |     |     | (194) |     |     |     |     |     |     |
| Bp        | 390  | 10  | 17  | 37  | 37  | 7   | 11  | 390   | 10  | 17  | 37  | 37  | 7   | 11  |
| (+24)     |      |     |     |     |     |     |     | (256) |     |     |     |     |     |     |
| Bone      | 780  | 90  | 57  | 18  | 14  | 15  | 18  | 780   | 90  | 57  | 18  | 14  | 15  | 18  |
| (+25)     |      |     |     |     |     |     |     | (257) |     |     |     |     |     |     |
| C & W     | 780  | 90  | 57  | 18  | 14  | 15  | 18  | 780   | 90  | 57  | 18  | 14  | 15  | 18  |
| (+26)     |      |     |     |     |     |     |     | (258) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+27)     |      |     |     |     |     |     |     | (259) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+28)     |      |     |     |     |     |     |     | (260) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+29)     |      |     |     |     |     |     |     | (261) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+30)     |      |     |     |     |     |     |     | (262) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+31)     |      |     |     |     |     |     |     | (263) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+32)     |      |     |     |     |     |     |     | (264) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+33)     |      |     |     |     |     |     |     | (265) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+34)     |      |     |     |     |     |     |     | (266) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+35)     |      |     |     |     |     |     |     | (267) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+36)     |      |     |     |     |     |     |     | (268) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+37)     |      |     |     |     |     |     |     | (269) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+38)     |      |     |     |     |     |     |     | (270) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+39)     |      |     |     |     |     |     |     | (271) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+40)     |      |     |     |     |     |     |     | (272) |     |     |     |     |     |     |
| Cash      | 420  | 94  | 67  | 50  | 7   | 14  | 39  | 420   | 94  | 67  | 50  | 7   | 14  | 39  |
| (+41)     |      |     |     |     |     |     |     | (273) |     | </  |     |     |     |     |

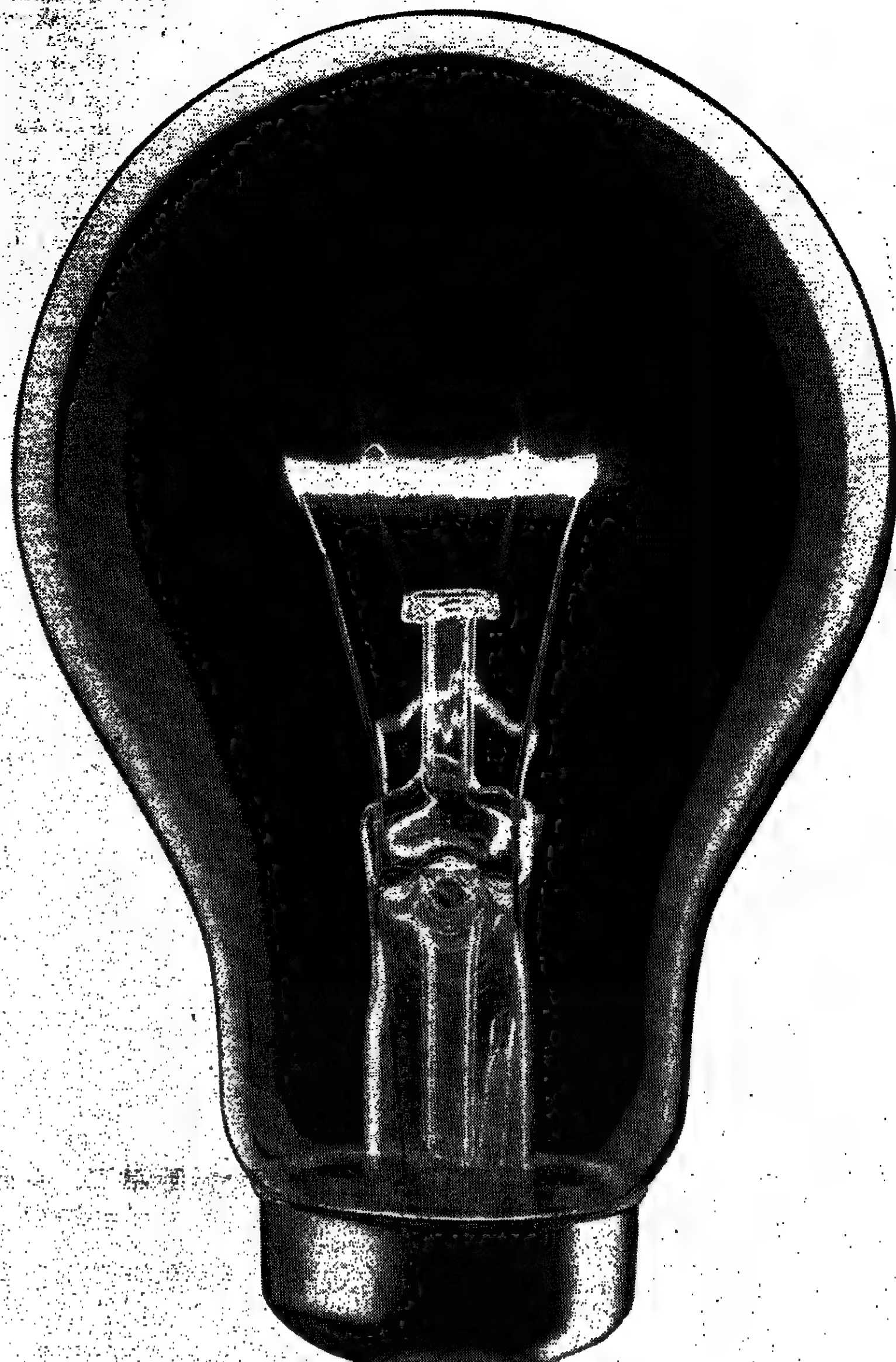
Hill House, 1 Little New Street, London EC4A 3TR. Tel: 01-353 8011

Authorised to carry on Investment Business by the Institute of Chartered Accountants in England and Wales.

**TRADITIONAL OPTIONS**

|  |                                     |                                       |                                      |
|--|-------------------------------------|---------------------------------------|--------------------------------------|
| <b>First Dealings</b><br>November 18   | <b>Last Dealings</b><br>November 18 | <b>Last Declaration</b><br>February 9 | <b>For Settlement</b><br>February 23 |
| Call options were taken out on: 18/11/88 T Cowie, Stormgard, PE 104, Island Johnson, Charter Corp, Inoco, Wimpey, Mardprint, RMC, Fijit, First Republics, PML, Moraitelis, Norfolk |                                     |                                       |                                      |





## Mr. Faraday's idea was bigger than he knew.

Making electricity is simple, as Michael Faraday taught us in 1831. If you keep spinning a copper disc inside a magnet, you'll generate a continuous supply.

Generating *enough* electricity, on the other hand, has created one of the biggest businesses in Britain, with assets of around £25 billion.

Our turnover last year was more than £8 billion, our trading profit £590 million. We still use magnets and copper. But on a massive scale, 24 hours a day, 365 days a year.

And we use good old steam power to turn most of our turbines. But to get up a sufficient head of steam we need a massive fuel supply.

Our annual fuel bill is over £4 billion, more than half our total costs. So keeping fuel costs down is clearly essential for our business.

And for the nation's business. Just about everyone in England and Wales uses our electricity. We have to generate as much as is needed, at as low a price as possible.

So we use many different fuels; fossil and nuclear.

And we'll continue to seek new sources of power: to harness the wind and the tides and the heat beneath the earth's surface.

Our efforts are needed not only to keep prices down, but to satisfy a widely fluctuating demand, day and night, summer and winter; through storms and strikes and other acts of God or man.

That's the generating game: high stakes, tough rules and plenty of challenges. But it's a game we have to go on winning.

By using our magnets, like Mr Faraday said.

### THE GENERATING GAME

**CEGB**  
**NATIONAL POWER. POWERGEN.**

15/11/88

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● Ex dividend. ● Cash dividend. ● Cash stock split. ● Ex stock split. ● Cash all (any two or more of above). ● Ex all (any two or more of above). Dangling or valuation days: (1) Monday. (2) Tuesday. (3) Wednesday. (4) Thursday. (5) Friday.

## FOREIGN EXCHANGES

| STERLING SPOT AND FORWARD RATES |                  |                 |            |             | OTHER STERLING RATES |                 |  |  |  |
|---------------------------------|------------------|-----------------|------------|-------------|----------------------|-----------------|--|--|--|
| Market rates for November 16:   |                  |                 |            |             |                      |                 |  |  |  |
| Range                           | 1 month          | 2 months        | 3 months   |             |                      |                 |  |  |  |
| New York                        | 1.8070-1.8225    | 1.8215-1.8255   | 0.48-0.48p | 1.42-1.40p  | Australia auster.    | 27.8255-27.9654 |  |  |  |
| London                          | 2.2235-2.2414    | 2.2404-2.2424   | 0.68-0.68p | 1.333-1.321 | Australia dollar     | 1.333-1.321     |  |  |  |
| Amsterdam                       | 3.5508-3.5818    | 3.5508-3.5547   | 5-15p      | 61p-59p     | Belgium dollar       | 0.6800-0.6840   |  |  |  |
| Frankfurt                       | 55.60-55.60      | 55.60-55.60     | 5-15p      | 61p-59p     | Brazil cruzeiro*     | 947.84-852.85   |  |  |  |
| Geneva                          | 1.8070-1.8225    | 1.8215-1.8255   | 0.48-0.48p | 1.42-1.40p  | Canada pound         | 0.6800-0.6840   |  |  |  |
| Copenhagen                      | 12.12012-12.2015 | 12.1202-12.2016 | 41-34p     | 121p-120p   | France franc         | 7.4625-7.5015   |  |  |  |
| Dublin                          | 1.1765-1.1804    | 1.1765-1.1775   | 41-32p     | 118-108p    | Greece drachma       | 125.75-125.175  |  |  |  |
| Hamburg                         | 2.2235-2.2414    | 2.2404-2.2424   | 0.68-0.68p | 1.333-1.321 | Hong Kong dollar     | 14.125-14.125   |  |  |  |
| Libras                          | 2.02-2.04        | 2.02-2.04       | 12-12p     | 61p-59p     | India rupee          | 26.97-27.27     |  |  |  |
| Madrid                          | 202.00-202.10    | 202.00-202.10   | 5-11p      | 7p-30p      | Indonesia Rp         | 0.0580-0.0510   |  |  |  |
| Mexico                          | 2.2235-2.2414    | 2.2404-2.2424   | 0.68-0.68p | 1.333-1.321 | Malaysia ringgit     | 3.7575-4.5025   |  |  |  |
| Ole                             | 11.9833-11.9836  | 11.9833-11.9836 | 51-51p     | 61p-59p     | Mexico peso          | 1050-1150       |  |  |  |
| Osaka                           | 10.7775-10.7885  | 10.7775-10.7885 | 41-34p     | 118-108p    | Netherlands gld      | 2.7125-2.7125   |  |  |  |
| Paris                           | 2.2235-2.2414    | 2.2404-2.2424   | 0.68-0.68p | 1.333-1.321 | Saudi Arabia riyal   | 6.77-6.81       |  |  |  |
| Porto                           | 2.2235-2.2414    | 2.2404-2.2424   | 0.68-0.68p | 1.333-1.321 | Singapore dollar     | 3.5307-3.5864   |  |  |  |
| Stockholm                       | 12.12012-12.2015 | 12.1202-12.2016 | 41-34p     | 121p-120p   | S. Africa rand (cmt) | 2.7500-2.7500   |  |  |  |
| Tokyo                           | 2.2235-2.2414    | 2.2404-2.2424   | 0.68-0.68p | 1.333-1.321 | S. Africa rand (cmt) | 3.7173-4.2299   |  |  |  |
| Zurich                          | 2.2235-2.2414    | 2.2404-2.2424   | 0.68-0.68p | 1.333-1.321 | U.S.A. \$            | 6.025-6.035     |  |  |  |

### DOLLAR SPOT RATES

|           |               |             |               |                |               |
|-----------|---------------|-------------|---------------|----------------|---------------|
| Finland   | 5.5600-5.5575 | Denmark     | 8.7070-8.7180 | Italy          | 12900-12911.0 |
| France    | 5.5600-5.5610 | Germany     | 7.7340-7.7350 | Belgium (Cont) | 12900-12905.0 |
| Malaysia  | 2.8900-2.8925 | Switzerland | 1.4555-1.4592 | Hong Kong      | 7.8075-7.8085 |
| Australia | 1.1726-1.1730 | Netherlands | 1.9565-1.9573 | Portugal       | 145.50-146.00 |
| China     | 5.5625-5.5625 | France      | 5.5625-5.5650 | Spain          | 114.25-114.25 |
| Sweden    | 6.5570-6.5560 | Japan       | 122.35-122.95 | Austria        | 12.20-12.21   |
| Norway    | 6.5700-6.5750 |             |               |                |               |

Rates supplied by Barclays Bank HOFEX and Exch.

## MONEY MARKETS

[illegible]

12 mm: 12<sup>th</sup>-12%

3 mth 12% 6 mth 12% 12 mth 11%  
Local Australia Bonds  
1 mth 12% 12 mth 12% 3 mth 12% 12  
6 mth 12% 18 mth 12% 11% 12 mth 12% 11%  
1 mth 11% 11% 11% 11% 11%  
3 mth 12% 12 6 mth 12% 12 12 mth 12-11%  
Dollar Cash 1 mth 8.5-9.5  
3 mth 8.5-9.5 6 mth 8.5-9.5 12 mth 9.05-9.00  
EGD

**BULLION:**  
Open \$422.55-422.75 Close \$425.00-425.50  
High \$428.50-426.00 Low \$420.00-422.50

**COINS:** Per coin (Ex VAT)  
Britannia: \$437.00-442.00 (\$240.00-243.00)  
Imperial: \$424.00-427.00 (\$238.00-243.00)  
Maundy: \$437.00-442.00 (\$240.00-243.00)

ca. Make-up day: Oct  
988 to Dec 25, 1988.

[illegible]

|          |        |      |        |       |
|----------|--------|------|--------|-------|
| 1.70     | 181.80 | 3147 | Dec 88 | 88-00 |
| 1.00     | 184.10 | 309  | Mar 89 | 88-17 |
| Long One |        |      |        |       |

[illegible]

## TIES

| LONDON FOX      |             | LONDON METAL EXCHANGE |                                       |              |             |        |         |  |
|-----------------|-------------|-----------------------|---------------------------------------|--------------|-------------|--------|---------|--|
| Contract traded | COCOA       | G W                   | Official prices/relative previous day |              |             | Random | Wt      |  |
| members.        | Dec 841-840 | Joyson                | (t/tonne)                             | Cash         | 3 months    | Vol    | Tone    |  |
| to witness.     | Sep 843-842 | Dec 874-866           |                                       | 18500-18900  | 19150-21510 | 87800  | Shelter |  |
|                 | Mar 841-866 | Mar 885-877           |                                       | 16000-16200  | 16000-16000 | NA     | Cash    |  |
|                 | Mar 840-839 | Vol 917-7             |                                       | Copper Stand | 3780-38000  | 37300  | 4000    |  |
| UNITED          | Dec 842-840 | G W Joyson            |                                       |              |             |        |         |  |
|                 | COFFEE      |                       |                                       |              |             |        |         |  |

|           |              |                 |
|-----------|--------------|-----------------|
| 1088-1089 | Large Hi Upr | 1468.00-1469.00 |
| 1089-1090 | Silver Large | 636.00-637.00   |
| 1090-1091 | Silver Small | 636.00-637.00   |

[illegible]

| Mr | 115.50 | With | Open  | Close | (Ytd %) |
|----|--------|------|-------|-------|---------|
| Sp | 103.10 | Nov  | 95.80 | 96.30 |         |

[illegible]

1. *Journal of the American Medical Association*, 1997; 278: 1039-1044.

| Country        | 1950 | 1960 | 1970 | 1980 | 1990 | 2000 | 2010 | 2020 | 2030 | 2040 | 2050 |
|----------------|------|------|------|------|------|------|------|------|------|------|------|
| Japan          | 7    | 8    | 10   | 12   | 14   | 16   | 18   | 20   | 22   | 24   | 26   |
| Germany        | 10   | 11   | 12   | 13   | 14   | 15   | 16   | 17   | 18   | 19   | 20   |
| France         | 11   | 12   | 13   | 14   | 15   | 16   | 17   | 18   | 19   | 20   | 21   |
| Italy          | 12   | 13   | 14   | 15   | 16   | 17   | 18   | 19   | 20   | 21   | 22   |
| Spain          | 13   | 14   | 15   | 16   | 17   | 18   | 19   | 20   | 21   | 22   | 23   |
| Sweden         | 14   | 15   | 16   | 17   | 18   | 19   | 20   | 21   | 22   | 23   | 24   |
| United Kingdom | 15   | 16   | 17   | 18   | 19   | 20   | 21   | 22   | 23   | 24   | 25   |
| United States  | 16   | 17   | 18   | 19   | 20   | 21   | 22   | 23   | 24   | 25   | 26   |
| Canada         | 17   | 18   | 19   | 20   | 21   | 22   | 23   | 24   | 25   | 26   | 27   |
| China          | 18   | 19   | 20   | 21   | 22   | 23   | 24   | 25   | 26   | 27   | 28   |
| India          | 19   | 20   | 21   | 22   | 23   | 24   | 25   | 26   | 27   | 28   | 29   |
| South Africa   | 20   | 21   | 22   | 23   | 24   | 25   | 26   | 27   | 28   | 29   | 30   |
| South Korea    | 21   | 22   | 23   | 24   | 25   | 26   | 27   | 28   | 29   | 30   | 31   |
| Poland         | 22   | 23   | 24   | 25   | 26   | 27   | 28   | 29   | 30   | 31   | 32   |
| Ukraine        | 23   | 24   | 25   | 26   | 27   | 28   | 29   | 30   | 31   | 32   | 33   |
| Russia         | 24   | 25   | 26   | 27   | 28   | 29   | 30   | 31   | 32   | 33   | 34   |
| Belarus        | 25   | 26   | 27   | 28   | 29   | 30   | 31   | 32   | 33   | 34   | 35   |
| Latvia         | 26   | 27   | 28   | 29   | 30   | 31   | 32   | 33   | 34   | 35   | 36   |
| Lithuania      | 27   | 28   | 29   | 30   | 31   | 32   | 33   | 34   | 35   | 36   | 37   |
| Estonia        | 28   | 29   | 30   | 31   | 32   | 33   | 34   | 35   | 36   | 37   | 38   |
| Finland        | 29   | 30   | 31   | 32   | 33   | 34   | 35   | 36   | 37   | 38   | 39   |
| Norway         | 30   | 31   | 32   | 33   | 34   | 35   | 36   | 37   | 38   | 39   | 40   |
| Iceland        | 31   | 32   | 33   | 34   | 35   | 36   | 37   | 38   | 39   | 40   | 41   |
| Denmark        | 32   | 33   | 34   | 35   | 36   | 37   | 38   | 39   | 40   | 41   | 42   |
| Netherlands    | 33   | 34   | 35   | 36   | 37   | 38   | 39   | 40   | 41   | 42   | 43   |
| Australia      | 34   | 35   | 36   | 37   | 38   | 39   | 40   | 41   | 42   | 43   | 44   |
| New Zealand    | 35   | 36   | 37   | 38   | 39   | 40   | 41   | 42   | 43   | 44   | 45   |
| Portugal       | 36   | 37   | 38   | 39   | 40   | 41   | 42   | 43   | 44   | 45   | 46   |
| Greece         | 37   | 38   | 39   | 40   | 41   | 42   | 43   | 44   | 45   | 46   | 47   |
| Turkey         | 38   | 39   | 40   | 41   | 42   | 43   | 44   | 45   | 46   | 47   | 48   |
| Israel         | 39   | 40   | 41   | 42   | 43   | 44   | 45   | 46   | 47   | 48   | 49   |
| Iran           | 40   | 41   | 42   | 43   | 44   | 45   | 46   | 47   | 48   | 49   | 50   |
| Pakistan       | 41   | 42   | 43   | 44   | 45   | 46   | 47   | 48   | 49   | 50   | 51   |
| Bangladesh     | 42   | 43   | 44   | 45   | 46   | 47   | 48   | 49   | 50   | 51   | 52   |
| India          | 43   | 44   | 45   | 46   | 47   | 48   | 49   | 50   | 51   | 52   | 53   |
| China          | 44   | 45   | 46   | 47   | 48   | 49   | 50   | 51   | 52   | 53   | 54   |
| South Korea    | 45   | 46   | 47   | 48   | 49   | 50   | 51   | 52   | 53   | 54   | 55   |
| Japan          | 46   | 47   | 48   | 49   | 50   | 51   | 52   | 53   | 54   | 55   | 56   |



# Portfolio PLUS Accumulator

From your Portfolio gold card check your daily share price movements, on this card only. Add them up to give you your overall total and check against the daily or accumulator dividend figures. If it matches or better than the share you have won outright or a share of the daily or accumulator prize money. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

| No. | Company            | Group               | Calc or |
|-----|--------------------|---------------------|---------|
| 1   | Glencon (M)        | Building, Roads     |         |
| 2   | Grand Met (M)      | Hotels, Restaurants |         |
| 3   | Quest Automation   | Electronics         |         |
| 4   | Ryl RL Scot (M)    | Banking, Finance    |         |
| 5   | Sale Tilly         | Industrial S-Z      |         |
| 6   | Color Co           | Oil, Gas            |         |
| 7   | VSEL               | Industrial S-Z      |         |
| 8   | Amulph             | Building, Roads     |         |
| 9   | MEPC (M)           | Property            |         |
| 10  | Ultramar (M)       | Oil, Gas            |         |
| 11  | First Nat Finance  | Banking, Finance    |         |
| 12  | Calid Co           | Property            |         |
| 13  | Telford            | Industrial S-Z      |         |
| 14  | Hampson Ind        | Industrial E-K      |         |
| 15  | Chatterfield       | Property            |         |
| 16  | Reynes Publishing  | Newspapers, Pub     |         |
| 17  | Homes Of Love      | Drugs, Stores       |         |
| 18  | Bravay             | Industrial S-Z      |         |
| 19  | Sleight            | Industrial S-Z      |         |
| 20  | Armstrong          | Motor, Aircraft     |         |
| 21  | Claydon            | Property            |         |
| 22  | Nat West (M)       | Banking, Finance    |         |
| 23  | Swindon Prop       | Property            |         |
| 24  | BICC (M)           | Electronics         |         |
| 25  | Laing (J)          | Building, Roads     |         |
| 26  | Prognor            | Property            |         |
| 27  | Nobo Co            | Industrial L-R      |         |
| 28  | Land Sea (M)       | Property            |         |
| 29  | BAG (M)            | Tobacco             |         |
| 30  | Mitel              | Electronics         |         |
| 31  | Coastal            | Industrial A-D      |         |
| 32  | Dawson             | Tobacco             |         |
| 33  | Logica             | Electronics         |         |
| 34  | Amulph (M)         | Electronics         |         |
| 35  | Nell (J)           | Industrial L-R      |         |
| 36  | Williams Hides (M) | Industrial S-Z      |         |
| 37  | STC (M)            | Electronics         |         |
| 38  | Glencon            | Property            |         |
| 39  | Prognor            | Industrial L-R      |         |
| 40  | Baily (R) Co       | Building, Roads     |         |
| 41  | Bridon             | Industrial A-D      |         |
| 42  | Momco              | Electronics         |         |
| 43  | Hendy              | Industrial S-Z      |         |
| 44  | Boat (M)           | Building, Roads     |         |

Please take into account any minus signs

Weekly Dividend  
Please make a note of your daily total for the weekly dividend of £8,000 in Saturday's newspaper.

| Mon | Tue | Wed | Thu | Fri | Sat | Total |
|-----|-----|-----|-----|-----|-----|-------|
|     |     |     |     |     |     |       |

## BRITISH FUNDS

High Low Stock Price Change % P/E

SHORTS (Under Five Years)

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

FIVE TO FIFTEEN YEARS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

OVER FIFTEEN YEARS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

UNDATED

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

INDEX-LINKED

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

BANKS, DISCOUNT NP

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

# Shares close below best

ACCOUNT DAYS: Dealings began November 14. Dealings end November 25. Contango day November 28. Settlement day December 5.

Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is an ex-dividend. Where one price is quoted, it is a middle price. Changes, yields and price/earnings ratios are based on middle prices. (as) denotes Alpha Stocks. (VOLUMES: PAGE 29).

### BREWERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### BUILDING, ROADS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCE, LAND

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCIAL TRUSTS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FOODS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### CHEMICALS, PLASTICS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### DRAPERY, STORES

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### HOTELS, CATERERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### INDUSTRIALS A-D

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### ELECTRICALS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### BREWERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### BUILDING, ROADS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCE, LAND

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCIAL TRUSTS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FOODS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### CHEMICALS, PLASTICS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### DRAPERY, STORES

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### HOTELS, CATERERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### INDUSTRIALS A-D

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### ELECTRICALS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### BREWERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### BUILDING, ROADS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCE, LAND

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCIAL TRUSTS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FOODS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### CHEMICALS, PLASTICS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### DRAPERY, STORES

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### HOTELS, CATERERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### INDUSTRIALS A-D

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### ELECTRICALS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### BREWERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### BUILDING, ROADS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCE, LAND

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FINANCIAL TRUSTS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### FOODS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### CHEMICALS, PLASTICS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### DRAPERY, STORES

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### HOTELS, CATERERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### INDUSTRIALS A-D

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### ELECTRICALS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

# Portfolio PLUS Accumulator

© Times Newspapers Limited  
DAILY DIVIDEND £4,000  
Claims required for 50 points  
ACCUMULATOR £8,000  
Claims better than 50 points  
Claimants should ring 0254-53272

### OVERSEAS TRADERS

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### PAPER, PRINT, ADVERTISING

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### PROPERTY

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### MINING

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### MOTORS, AIRCRAFT

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### SHIPPING

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### SHOES, LEATHER

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### TEXTILES

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

### TOBACCO

| Company | Price | % Chg | P/E |
|---------|-------|-------|-----|
| ...     | ...   | ...   | ... |

Ex dividend a Ex all b Forecast dividend c Interim dividend passed d Price at suspension g Dividend and yield exclude a special payment e Pre-emptive figures f Forecast earnings g Ex other r Ex rights s Ex scrip t share split u Tax-free .. No significant data.



## GENERAL APPOINTMENTS

November 17 1988

Never has an industry undergone such a rapid transformation as that experienced by financial services over the last three years. The move to a share-owning society, the changes achieved by the Financial Services Act and new pensions legislation have made their mark, as it seems, overnight. Yet there are dangers in such speed of change.

The public's appetite for new financial products and the industry's ingenuity in devising these has created risks. Behind the advertising hype and marketing flair there needs to be solid and experienced technical skills to ensure that the promises and prospects stand the test of time.

In pensions and insurance the key professionals are the actuaries, and it is on their calculations that the credibility of so many new products depends. Developments such as the easily transferable pensions, the emergence of increasingly complex risk management, and the creation of sophisticated corporate planning models can all be attributed to the work of actuaries.

Fortunately, in the Institute of Actuaries and its sister organization, the Faculty of Actuaries, based in Edinburgh, there are professional bodies whose reputation is renowned for the rigour of their qualifications and the maintenance of high standards. To a large extent, these high standards and professionalism are



## Too fast, too soon?

John Waugh, left, deputy director of educational services at the Institute of Actuaries, talks to Edward Fennell about recent changes in the industry.

achieved through education and training. And that means there is a heavy weight of responsibility on the two professional bodies' education services.

Mr Waugh says: "Neither of the two bodies is very large. In the case of the Institute we are talking about a qualified membership in the UK of just over 1,500, and about 2,000 students, so it is hardly in the same league as the Institute of Chartered Accountants. Yet the influence of the membership in the workings of the financial services industry is enormous."

About 60 per cent of the Institute's membership are employed by insurance companies; the remaining 40 per cent are employee-benefit consultants, advisers to or managers of pension funds, civil servants, or work in the Stock Exchange or teach in universities.

The three key activities are reserved for qualified members

(ie, fellows of the institute or faculty) — valuing life-insurance offices, valuing pension funds, and giving certificates for the Occupational Pensions Board — so, not surprisingly the demand for actuaries grows and grows.

In fact, the Institute's own appointments board reports many unfilled vacancies, and recruitment of trainees has doubled since the early 1980s.

Though it is in head-to-head competition for graduates with the accountancy profession, the target of around 500 new entrants annually is being achieved. What helps recruitment is that the numbers being sought are relatively small. Virtually all the household name insurance companies and pension funds now regularly recruit students, but whereas a firm such as Peat Marwick McLintock looks for a thousand accountancy trainees a year, their equivalent in insurance or pensions would require no

more than a handful of actuarial trainees.

The worrying feature, however, is that even this success is at the expense of other important parts of the national economy, and particularly manufacturing industry. Though most experienced actuaries move up to senior managerial jobs, the essence of work is mathematical.

Ninety per cent of new entrants are now graduates, of which the majority come from mathematical or statistical degrees.

However, given that there is a well-known national shortage of graduate mathematicians something significant needs to be done to improve the supply if the insurance companies and the pension funds (let alone industry at large) are to be able to recruit sufficient mathematicians.

Meanwhile, at a local level, the Institute wants to increase the number of students who succeed in passing its own exams. The

Institute's high examination standards have helped underpin the quality of the profession but there is a view that the drop-out rate during the period of study needs to be reduced.

Mr Waugh says: "On average it takes 15 hours of study a week on top of their work during the day, so it is very demanding. We find that unless students make a big effort and get through the examinations straight away, it is hard for them to finish."

"Apart from anything else, the older they get, the more interesting work they do and the less energy they have for preparing for their examinations. What we have done recently, therefore, is to look at new ways of helping them with their studying."

There are already specialist degree courses in actuarial science at the London School of Economics, and City, Kent and Heriot-Watt univer-

sities. And following the work of the Kennedy Committee, postgraduate courses in actuarial science were set up at City and Heriot-Watt to give substantial exemptions from the Institute's first examinations.

But though these moves have been extremely useful, many trainees still use the traditional home-study route.

To help them, the Institute has appointed a number of qualified actuaries to act as full-time lecturers.

These are based at the Institute but spend most of their time as itinerant tutors visiting important centres (such as Manchester, Birmingham and Bristol) to hold classes for the local students.

As much as anything else, these classes provide motivation and support for students who, otherwise, would be working entirely by themselves.

It will take some time to work

its way through the system, but the evidence suggests that these "mobile tutors" should help boost the numbers who complete the course.

Despite these changes, however, there is still one significant problem to be overcome. Perhaps because of their mathematical orientation, many actuarial students have difficulty with communication skills.

Yet to take on the wider responsibilities of the actuary, it is vital to have effective communication, both oral and written. Mr Waugh rates communication skills alongside determination and an aptitude for mathematics as the three characteristics of the successful actuary.

The incentives for the young qualified actuary are considerable.

A salary of about £25,000 plus a car is standard. On top of that, there are good promotion prospects to senior executive jobs.

As Mr Waugh looks forward to the 1990s and tries to anticipate the demographic downturn that is soon to affect the graduate supply, he does not pretend that the Institute is any worse off than any other professional body.

However, with the financial services industry on an upward curve and insurance and pensions an area of particular growth, there is obvious concern about where the actuaries of the future will come from.

After a decade of anxiety about unemployment, it would be ironic if the expected 1990s boom faltered because of a shortage of skill.

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# HORIZONS

## Watching your language

Now that the European single market is looming and leading companies are entering, or already established, in Continental markets, the importance of language skills is becoming critical, particularly for young managers starting their careers.

The importance of language ability in business is highlighted by the Trade and Industry Secretary, Lord Young of Grafton, who says: "Increased competition... will require individuals to adapt to new roles. Foreign language skills will certainly increase in importance."

A number of initiatives is transforming the world of language learning and a project called "Modern Languages in Industry" is one example. It aims to bring schools and industry closer. Even though the new school curriculum will ensure that 10 per cent of the curriculum up to age 16 must be devoted to languages, Chris Harnett, the director of the project, stresses the importance of pupils seeing the relevance of studies.

Permanent links are being established between the five institutions involved and local firms. Where distances make regular visits difficult, a package can be made up comprising annual reports, brochures, letters, telegrams and so forth, providing realistic material about a company for use in language classes.

At degree level, there is a whole array of mixed science/business language courses, and last year 49 such courses were introduced.

### Foreign language skills are becoming vital to British business. Clare Hogg looks at the range of learning help now available

In London, Ealing College of Higher Education now offers a BA in Applied Languages (Europe). This is a unique tripartite international programme, involving a mixture of German and French as well as law and economics. Students spend their first year at Ealing, the second at the Cologne polytechnic, the third at the University of Marseilles, and the fourth year to Ealing.

French and German groups follow the same pattern, though the emphasis of the distinct national groups is different, reflecting variations in job markets.

The French hope to produce linguists who can operate in industry, and put great emphasis on accounting and information technology. In Germany, the purpose is to produce trained interpreters and translators; one option is a course in technology.

Richard Firth, deputy director of the Careers Advisory Service at Newcastle University, and author of the booklet *Your Degree in Modern Languages: What Next?*, says language graduates *per se* are at a disadvantage in comparison to their technically qualified peers. Maths/engineering with language graduates "must find something to do with it".

His booklet lists a number of post-graduate courses for language

graduates, recommending in particular the Cranfield MA in European Management (see below). Some companies do recruit language graduates in preference to others and train in-house for other skills. For example, Price Waterhouse, the accountants, has recently been looking for graduates to train in IT skills; any discipline would be acceptable but a language degree is a bonus.

Mr Firth is optimistic. He says: "We are turning the corner." And that language skills will be increasing demand from employers.

Unfortunately, what happens in practice is that even where employers stipulate they require a language graduate, new recruits often find their skills frustratingly under-utilized. It is only after several years, by which time fluency has become dulled, that they reach the seniority which involves them in travelling around the globe negotiating on behalf of their company, and often with a desperate need of being able to communicate effectively. As a result there is a growing demand among experienced businessmen for language skills.

Manchester Business School has introduced foreign language tuition as an option in its MBA programme. Howard Ward, who runs the language centre, reports

that among the school's UK MBA students the take-up rate of the option has been nearly 100 per cent. The majority are studying French and German, but some classes are being run for beginners in Spanish, Italian and Japanese.

He stresses that for both MBA students as well as for the other 90 per cent, mostly businessmen, learning at the centre, "language learning is simply an exercise in time management."

Short of spending time in the relevant country, the best way to learn is to combine a weekly class with daily homework, which can be done "quite painlessly, by listening to cassettes while doing other things." It is not just a question of learning the vocabulary, but also of training the ear.

The emphasis of languages in the sales and marketing functions is, according to him, becoming much less strong. As companies begin to operate transnationally, all functions are beginning to feel the need for language skills.

Stephen Hagen, editor of a survey, *Languages in British Business*, says: "The overwhelming message... is that British companies are losing valuable trading opportunities for lack of the right skills in the right languages, and many without realizing it."

● *Reading: Languages in British Business*, edited by Stephen Hagen, from CILT, PO Box 573, London NW1 4SU. Your Degree in Modern Languages: What Next? by Richard Firth, from the CSU, Crawford House, Precinct Centre, Manchester M13 9EP.



Giving learning a twist: Colin Gordon, of the Cranfield school

■ Cranfield, one of the top British business schools, has introduced a one-year MA course in European Management, which gives an interesting twist to the approach to teaching languages in business.

Linguists are taught management rather than the other way round. Entrance qualifications are strict: a good honours degree in two modern languages is required, as well as passing the Cranfield Entry Test.

Students are given a very broad view of industry, and in the second six months they mix with the MBA course students and carry out a project, which usually leads to a job offer.

Competing with the older and more experienced MBA students is

tough, but as Colin Gordon, the director of the programme, explains: "They have to sink or swim, and so far, since the course was first run four years ago, they have all swum."

French and German have until this year, been the languages covered in the programme, but Spanish has just been introduced, and the school is hoping to respond to rising demand for Italian.

■ With only a month to go before the final date for applications for places on university first degree courses, it seems like a good time to review the main guides which give good information and advice to school-leavers (and older would-be students) wishing to apply to study at any higher education institution.

Many of the most important are published by Career Consultants Ltd, Richmond, Surrey. They can be divided into two types:

Reference guides giving course listings include:

● *The Complete Degree Course Offers* (19th edition, by Brian Heap £9.95). The longest established guide, it includes comprehensive listings on courses offered by universities, polytechnics and higher education colleges. The 19th edition includes new sections on all HND courses and examples of interview questions.

● *Survey of Polytechnic Degree Courses* (4th edition, by Eric Wittington, £9.95). This provides a comparison of courses which does not appear in prospectuses. Documentation includes entry requirements, course emphasis, sandwich placements, competition for places, special course features and drop-out rates.

● *Further information from Career Consultants*, 12/14 Hill Rise, Richmond, Surrey TW10 6UA (tel: 01 940 5668).

● *How to Choose Your Degree Course*, by Brian Heap. This provides comparative information on every university, polytechnic and college degree course in over 100 subject areas in the form of a quick easy-to-use reference.

Career Consultants also publishes a series of guides which provide background advice and guidance on all aspects of applications including how to choose the right subject, what the institution is looking for, completing application forms, handling the interview, getting a grant and leaving home. The series includes *Getting into University*, *Getting into Polytechnic*, *Getting into Colleges*, (and institutes of higher education) and *Getting into Oxford and Cambridge*. All guides cost £2.50.

■ A further essential source of guidance for applicants to universities is *University Entrance: the Official Guide*, published by the Association of Commonwealth Universities. This is the guide recommended to everyone filling in a UCAS form. It provides outline listings to all UK universities, getting grants, mature student applications and what to do if you are disabled or keen to study part-time.

This is a required source of information and should be used in conjunction with the most appropriate of the commercial guides listed above.

● *Further information on where to obtain copies is available from: The Association of Commonwealth Universities, John Foster House, 36 Gordon Square, London WC1H 0PF (tel: 01-387 8572).*

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Relocation is typically not necessary. We work at client sites during the week, returning home each weekend.

Please send a copy of your CV, including compensation history, in complete confidence to:

United Research  
63 Curzon Street, London W1Y 7TE.

## SALES ENGINEER

METCO Ltd, an International Company, and the recognised leader in all areas of thermal spraying technology, equipment, manufacture and supplies wish to appoint a Sales Engineer in the Bedfordshire, Cambridgeshire, Hertfordshire, Northamptonshire and Buckinghamshire area.

The ideal applicant will have a broad engineering background, experience in industrial sales, and will be qualified to HNC or equivalent.

Age 25-40.

He/she should be highly motivated, possess initiative and welcome the responsibility of running their own territory.

Initial comprehensive product and sales training given, backed up by continued further training and specialist support.

The Company offer excellent remuneration based on salary, commission, car, expenses, free life assurance and a contributory pension scheme.

If you believe you are the person for this position, please telephone Mr Mike Bond, Regional Sales Manager, on Stone (0785) 817277 or come along to The Northampton House, Silver Street, Northampton, NN1 2TA, on 23/24 Nov 88 from 9.00 a.m.-6.30 p.m. Tel: (0604) 224411.

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Are you smart, intelligent, career minded and free to travel? If you have Maths 'A' level, are aged 23+, and enjoy figure work, this leading figure group will send you on a 6 month training course before joining the internal audit team. Excellent prospects, £12,600+ and a host of benefits.

Tel: 01-550 5522  
SEARON DAVIS Recruitment Consultants  
2nd Floor, Wells House,  
77-79 Wells Street, London W1.

## RECRUITMENT CONSULTANT

If you are a non smoker who enjoys a challenge and can sell on the phone.

Call Tim Harkness at Word Associates on 01 277 6423. And sell yourself to us.

## SPECIALIST RECRUITMENT AGENCY

Immediately requires a bright enthusiastic self-motivated person for our Early Court office. Salary £9,500 p.a. Telephone 01-244 5885



## HEAD OF FINANCE/PERSONNEL CENTRAL LONDON £20,700

The Central Bureau is a national organisation administering international education exchange programmes.

This key position at senior management level offers variety and responsibility in the combined fields of finance and human resourcing.

Skills in expenditure control, financial forecasting, policy development and manpower planning are essential, as is the ability to communicate at all levels. Applicants should have proven experience in both fields, although preference will be given to those with relevant accounting qualifications.

Please ring 01-486 5101 x248 for further details and an application form or write to the Establishment Officer, Central Bureau, Seymour House Mews, Seymour Mews, London W1N 9PE.

The Central Bureau is an Equal Opportunities employer.

Closing date is 9th December, 1988.

## WHICH CAREER SUITS BEST?

Professional Guidance and Assessment for all ages.

15-24 yrs. Careers, Careers

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CAREER ANALYSTS

at Gordon Fraser & Co

01 935 5452 (12 lines)

## PROPERTY MANAGEMENT London W9

Prudential Property Services is the country's largest estate agency chain. At our branch in Meads Vale we're looking for someone with good property management/administration experience to join the team in a supervisory role.

You should be self-motivated, well organised and have a driving licence.

Please contact Sharon Bejes, Prudential Property Services, 26 Clifton Road, Meads Vale, London W9 1EX. Tel: 01-286 4632

## WHO WANTS TO BE A MILLIONAIRE ??

Fed up with false promises - Catch 22? Join me in this unique business plan which you can operate from your own home. No skill required. Full operation from a 6 month training course before joining the internal audit team. Excellent prospects, £12,600+ and a host of benefits.

Tel: 01-550 5522  
SEARON DAVIS Recruitment Consultants  
2nd Floor, Wells House,  
77-79 Wells Street, London W1.

## Fly with the Royal Navy



The Royal Navy is looking for young men to train as Aircrew Officers for Short and Medium Career Commissions. As helicopter aircrew, both Observers and Pilots fly in Lynx or Sea King helicopters.

It's the Observer who controls the combat tactics, which might involve an entire task group. The two combine as a team to fly and fight these modern naval aircraft to the limit of their capacity. Anti-submarine warfare, surveillance, commando support and search and rescue, are just some of the tasks you could be involved in.

First you'll have to pass tests that will stretch your qualities of determination, ingenuity and imagination. As a fighter Pilot, if you show the necessary skills, we will train you to fly the single seat Harrier Jump Jet.

We would prefer you to have 'A' levels or a degree: applications for commissions

for Aircrew Officers are accepted from candidates with 5 acceptable GCSE grades (or equivalent), including Maths and English Language, but higher academic qualifications are usually required for entry.

For more information, call in at any RN & RM Careers Information Office (in the phone book under 'Naval Establishments'), or send in the coupon.

To: Capt. A. P. Mowbray-Smith RN, Dep. 368A, Old Admiralty Building, Spring Gardens, London SW1A 2BE.

Please send me further information on a career as an Aircrew Officer in the Royal Navy.

Name \_\_\_\_\_

Date of birth \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_



Normally you should have been a UK resident in the past five years and you must be under 26 on entry. The Armed Forces Act 1996. Opportunity Employers under the terms of the Race Relations Act 1976.



01-481 4481

## GENERAL APPOINTMENTS

01-481 4481

Australia



## ENGINEERS &amp; METALLURGISTS

## The heat is on.

BHP (The Broken Hill Proprietary Company) is one of Australia's largest companies and its steel producing plant, the Long Products Division, is at the preliminary design stage of a continuous caster to replace the ingot route in their 1.1 million tonnes per annum integrated steelworks.

A number of career opportunities now exist for Engineers and Metallurgists with the following:

- a degree in Mechanical or Electrical Engineering or Metallurgy
- at least four years experience preferably in steelmaking and/or continuous casting plant
- energy, tenacity and good investigative skills
- strong analytical skills

## Metallurgists

You will join the team managing this unique and challenging project through selection of tender and finalisation of design, erection and commissioning phases.

## Engineers

You will be involved in Electrical, Mechanical or Instrumentation areas associated with development and implementation of the above project. A broad spectrum of other engineering design and development positions are available.

The positions available are exciting and challenging and require people with a strong desire to succeed. Excellent remuneration and benefits packages designed to attract professionals of the highest calibre will be offered.

Generous relocation expenses, expedition of immigration procedures, and a "personal and family lifestyle" that only Australia can offer await the successful candidates. Hamilton Watts International is retained by BHP to manage this assignment within very strict timeframes. To apply, candidates should fax or post their resumes to arrive at our Epping offices no later than Sunday 27th November 1988. First interviews will be held the following week by our consultants Hazel McCabe and Nick Turner. BHP is an equal opportunity employer and invites applicants from suitably qualified women and men.

HAMILTON WATTS

International - London House, 2 Spence Road, Epping, Essex CM16 4WA. Telephone (0378) 727177 Fax (0378) 74931

Recruitment and Management Consultants

HAMILTON WATTS INTERNATIONAL WITH OFFICES IN LONDON - EPPING - SYDNEY - MELBOURNE - AUCKLAND - WELLINGTON - TORONTO

## The will to win through advanced manufacturing

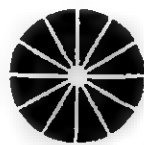
A strong UK economy needs a world class manufacturing base. But... How will international demand affect UK industry? What science and technology is needed to support the future? How should UK industry exploit the international science base? CEST (The Centre for Exploitation of Science and Technology) is an industry led initiative to answer these vital questions and catalyse change.

## CEST is:

- analysing the future pattern of global demand and its affect on UK manufacturing
- prioritising the exploitable science and technology which underpins the UK's competitive advantage
- looking at the entire manufacturing process; specification, design, forming, assembly, test, quality etc.

In order to answer these vital questions, CEST needs an Advanced Manufacturing Specialist on its team. Aged 30-35 years you will have an excellent academic record and real experience in an advanced manufacturing environment. You thrive in a challenging, multi-disciplinary team and you have good communication skills. Salary will not be a barrier. Above all you need to inspire people with the WILL TO WIN.

Send your CV to Pam Malabon, or call for an application form, from CEST, Manchester Science Park, Enterprise House, Lloyd Street North, Manchester M15 4EN. Telephone 061-227 9898. Please quote ref: AMS/ST on all correspondence.



CENTRE FOR EXPLOITATION OF SCIENCE AND TECHNOLOGY CEST

## THE COUNCIL OF THE EUROPEAN COMMUNITIES, BRUSSELS

is holding a competition to draw up a reserve list for the recruitment of Danish, English, Greek, Portuguese or Spanish-speaking

## CLERICAL ASSISTANTS (male or female)

for the following duties:

- administrative work (distribution, classification, filing or routine administration), or
- work of a technical nature (typography, photocopying, offset, photography, photocopy or the maintenance of machinery and installations).

## Candidates:

- secondary education to minimum school-leaving age (or commercial or technical studies to the same level) as evidenced by a diploma or certificate;
- a thorough knowledge of one of the following official languages of the Communities: Danish, English, Greek, Portuguese or Spanish and a satisfactory knowledge of another language, which may be either Dutch, English or French;
- date of birth after 31 December 1952;
- at the date of publication of this notification, at least three years' after-school professional experience related to the kind of duties described above.

To obtain the text of the notification together with detailed conditions and the compulsory application form, write, preferably on a postcard, no later than 25 November 1988, to:

Recruitment Service, General Secretariat of the Council, Competition C/315, rue de la Loi 170, B-1048 BRUSSELS (Belgium).

NB: the deadline for submitting official applications is 7 December 1988.



## ESTATE AGENCY MANAGER

Required for the newly established office of Cornhill & Co at Bethnal Green a great opportunity for the right person. Salary Negotiable.

Apply S. Brooks 01-485 2943.

## RUCK

## RESIDENTIAL LETTINGS MANAGER

Vacancy for fully experienced person to take charge of 100 units in the City of London. Excellent prospects.

01-541 4141

## START A GREAT CITY CAREER

Substantial income and capital gain for those considering a career move within the financial world. For detailed information call William P. Williams-Alton on 01-579 7185. West End Office, B.L. GROUP.

## HELP US IN THE JOBS MARKET, TO MEET THE CHALLENGE OF CHANGE.

The challenge of a falling birth rate. The demographics challenge. The electronics challenge. The challenge of 1992. The expectations challenge. It is an adventurous time to be in the human resources business. If you share our sense of excitement come and join us. Senior Secretaries. An expanding, market driven human resources group employing over 80 staff in eight locations. Dedicated to enhancing our clients' managerial effectiveness. Join us as a Client Liaison Executive building a personal relationship with our clients; identifying their changing needs and helping them to achieve

their goals. Being thoroughly familiar with corporate structures, counselling and appraisal techniques you can provide a full counselling service. You need to be a good communicator and presenter as well as an inspirational team leader. You will probably be at least 28 with marketing or retailing experience and/or possibly recruitment. Almost certainly you hold a degree. Remuneration will be around £20,000 plus benefits. If you love a challenge write to Gillian Eustance, Chief Executive, Senior Secretaries Group, 173 New Bond Street, London W1Y 9PR.

## SENIOR SECRETARIES

THE RIGHT PEOPLE FOR THE RIGHT PEOPLE

## FIELDTECH PERSONNEL

HAVE THE FOLLOWING SALES/MANAGEMENT VACANCIES:  
MAJOR ACCOUNTS MANAGER (NEW TELECOMS PRODUCT) OUTSTANDING REMUNERATION!  
SALES MANAGER FOR MAJOR BLUE CHIP COMPANY - HIGH BASIC + USUAL COMPANY BENEFITS  
CITY TRAINER: (22+ ANY SALES BACKGROUND) UP TO 13K BASIC, BMW, HIGH OTE  
EXPERIENCED COPIER/FAX EXEC'S DISAPPOINTED? UNAPRECIATED? PHONE FOR DETAILS OF THE BEST DEAL IN YOUR MARKETPLACE.  
TELESALES PROFESSIONALS: ALL AREAS, DOZENS OF VACANCIES!  
01 568 5324, 01 568 5166, 01 364 0258 (9am-6pm - Sat Days)



## NATIONAL ELECTRICAL DISTRIBUTORS ALLIANCE LTD

## MARKETING PERSON

GRADUATE LONDON

Join the small motivated team at NEDA and help us to maintain our rate of growth in the important but very competitive electrical wholesale sector.

We are looking for a Professional commercial/marketing person to assist with the strategic marketing of new and existing products and the identification of new markets and opportunities.

This post would suit a graduate with at least three years experience in the wholesale industry, preferably electrical. Ideally a self starter in your mid twenties, good with figures and strong on analysis and presentation.

NEDA is a consortium of family owned businesses with total annual sales in excess of £120 million, determined to remain independent whilst recognising the strength of being interdependent.

Applications in writing only, complete with full c.v. to: J.J. Routledge, Executive Director, NEDA LTD, 24 York St London W1H 1FE.

## CONSTRUCTION

## HEAD OF PERSONNEL £25,000+

Hunting Gate is a rapidly expanding group engaged in construction, house building and property development with a turnover exceeding £100m. Our team comprises architects, chartered accountants, solicitors, surveyors and other highly qualified specialists.

We are seeking an FPM, educated to degree level, well-versed in all methods of recruitment, preferably with HAY-MIL or similar experience. The successful candidate will be 35-45 and will have good interpersonal skills, intuition for personal assessment and the ability to take charge of career counselling and personal development of existing staff. He/she will be reporting directly to the Chief Executive.

The remuneration is flexible and will include an executive car, profit sharing bonus, non-contributory pension scheme and BUPA. Write in the strictest confidence to: The Chief Executive, John Redgrave, Hunting Gate Group Ltd., Box 4444, Hunting Gate, Midsin, Herec. SG4 6TB



## 3 SALES REPRESENTATIVES (LONDON AREA)

One for each of our 3 Sales Divisions. You will sell top brands like Clorox, Oxo, Vaseline, Pampers, Pampers or Cora to our customers in established areas.

You will have had:

- Several years sales experience.
- Working systematically and on your own to achieve the optimal result in your territory.

We offer:

- A good basic salary plus commission on sales.
- A company car.
- A contributory pension scheme.

## SALES PROMOTION MANAGER

Your primary responsibilities will be:

- Planning, implementation, management and assessment of promotional activities.
- Market analysis/research.
- Assistance in the operation of Trade Fairs and other similar events.
- Implementing special projects in conjunction with the management and sales dept.

We expect:

- Several years experience in the field of Marketing and/or Sales of Brand Name Products.
- Basic Training in Business Administration.
- General Education to 'A' Level or beyond.
- Good knowledge of German language would be an advantage.

We offer:

- A basic salary of £16,000 plus bonus.
- A company car.
- A contributory pension scheme.

## SALES OFFICE ADMINISTRATOR

Your primary responsibilities will be:

- Compilation, analysis and interpretation of sales statistics.
- Compilation of sales progress and ordering from our factory.
- Other administrative duties to ensure an optimal exchange of information between the sales force and Head Office.

We expect that:

- You like to work with figures.
- You have a knowledge and understanding of marketing and sales.

We offer:

- A basic salary of £14,000.
- A contributory pension scheme and other Fringe Benefits.

Please apply in writing with full C.V. to:

Mr. H. G. Hagg, Managing Director, Optyl Eyewear Fashion International Ltd, 19 Colindale Avenue, London, NW9 5DS.

## AMS Overseas Division Papua New Guinea

## DISTRIBUTION MANAGER

Widely 23

MANAGER - Equipment/Services - Furniture etc.

SENIOR MANAGEMENT - Wholesale/Retail 20-30%

BRANCH MANAGEMENT - Building Supplies DIY

Mike Duckett

26-28 Bedford Row

LONDON WC1R 4BE

TEL: (01) 631 1532

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- Self-disciplined • Self-motivated
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Be a Self-starter - fill in the coupon below or telephone 0394 578005 (24-hr service) NOW!

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In return we'll send you loads of information about employment prospects and how you too could move into a highly paid job in Computers.

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Prepost, Stourbridge, West Midlands, DY8 7NR

no stamp required

Please send me my free information pack and aptitude test.

Name (Mr/Ms/Mrs/Ms)

Address

Postcode

Tel. No.

Present Occupation

Age

## Deputy Head of Personnel Services

£16,209 - £17,574pa

In April 1989 Middlesex Polytechnic begins a new phase of growth as a corporate body, directly responsible for the employment of over 1200 teaching and non-teaching staff.

This is an opportunity for a personnel professional to rise to the challenge of this new freedom to develop the Polytechnic's human resources. This potential is recognised through your particular responsibility as the Staff Development Officer for non-teaching staff.

In providing this, you will manage the non-teaching staff development programme and associated budget, provide management information and advice on the employment of staff, supervise appointment procedures, and act as Secretary to one or more of the committee meetings between management and unions.

As a creative trainer/manager and numerate management service person, you will be able to demonstrate a record of achievement in the personnel function of a large organisation. Graduate status and IPM membership are particularly welcome.

Write quoting ref T102B for further details and an application form: Personnel Office, Middlesex Polytechnic, Enfield, Middlesex EN3 4SF. Closing date 2 December.

## Middlesex Polytechnic

## GODDARD &amp; SMITH Residential

## As part of our continued expansion we now require a RESIDENTIAL LETTINGS NEGOTIATOR

With some property management experience. Working from our King Street, St. James's Head Office with access to 100 units to rent throughout St. James's, the Park and North, and South East London.

Apply in confidence to John Stevens. Tel. 01-930 7321

## IPP

## RECRUITMENT EXECUTIVE OTE £20,000

We are a successful privately owned Recruitment Consultancy with over 10 years' experience in the industry.

Our City Division IPP U.K. Ltd. is currently expanding and seeks ambitious sales or publishing sales people. Successful candidates can expect a good basic salary progression by merit and a commission scheme with achievable targets!

Telephone Andrew Rutherford on 01-929-5850 to arrange an appointment - IPP U.K. Ltd. (Rec Cons)

## ARE YOU LOOKING FOR YOUR LAST JOB?

Top U.S. Company has openings in the UK and Ireland, must be non-pressure, honest and looking for your last job. Qualified to open new accounts and upgrade established users. Repeat business, secure future. £25,000 to £40,000 realistic 1st year earnings.

Call Steven on 01-435 1081







01-481 4481

## GENERAL APPOINTMENTS

01-481 4481

## Heal's - retailers of style and quality.

STORE MANAGERS

FLOOR MANAGERS

CENTRAL LONDON AND THE SOUTH EAST

Heal's is a unique retailer. We have been selling the finest in furniture and home furnishings since 1810 and we are committed to offering the very highest standard of customer service. As part of the highly successful Storehouse Group we are looking to expand and as a result we now seek experienced Store and Floor Managers to join us in Central London and the South East. We have stores in London's Tottenham Court Road, Guildford, Kingston, Croydon and Reading.

## STORE MANAGERS

You will be responsible for the performance and smooth running of all aspects of your store with specific emphasis on achieving sales and profitability targets. We require the highest standards of customer service and merchandise presentation. Success will be realised through the motivation and development of your staff and management team.

Applicants should be in their late 20s with at least 5 years' relevant retail management experience.

This position attracts a highly competitive salary, performance related bonus, generous company benefits plus a quality company car.

## FLOOR MANAGERS

Responsible for running the sales floor and ensuring the highest standards of customer service by organising, motivating and training staff.

Retail experience, gained over at least a two year period, in a supervisory/management role is essential. Preferred age 22/25.

Why not start the New Year with a new career?

As part of the Storehouse Group which includes BHS, Habitat, Mothercare, Richards and Blazes, Heal's offers excellent benefits including generous discounts in Group Stores, Share Schemes and Christmas Bonus.

If your personal qualities match our requirements and you want to join the finest Home Furnishing retailer, please telephone 01-636 1666 or write with full personal career history to Jane Williams, Personnel Manager, Heal & Son Ltd, 196 Tottenham Court Road, London W1P 9LD, by 28th November, 1988.



HEAL'S

A STOREHOUSE PLC COMPANY

Senior Personnel Officer  
Construction Industry

Our client requires an experienced Senior Personnel Officer to assist their very busy Personnel Manager within a Human Resources activity embracing employee relations, security, medical, transport, recruitment, training and personnel.

Based in Kent, you will assume a broad range of responsibilities. Key activities include recruitment, employee relations, implementation and monitoring of payment systems and personnel policies. Very quickly you will become one of the central links with both staff and management who work in at least five separate sites in the South East and who will rely on you for sound advice on all aspects of personnel related matters.

This is an exciting and important position making a valuable contribution to the ultimate smooth running of our client's project, on which some 5,000+ people will work during their peak period in 1989.

Candidates will ideally, but not essentially, be experienced in a construction related industry and will be familiar with a fast moving, demanding environment. A unique combination of diplomacy and determination is absolutely necessary.

The ability to meet deadlines, control budgets and reach decisions without constant referral is required and applicants must enjoy continual pressure, problem solving and occasional very unsocial hours. An IPM qualification is preferred but is not as essential as relevant experience and the ability to achieve targets.

A total remuneration package in the region of £22,000 per annum is envisaged together with a range of benefits which include a company car, relocation or subsistence allowance as appropriate, pension scheme, etc.

Please send full details to the Recruitment Consultant, Media Universal Services, reference number 11978.

media  
universal services

34, 35 Skylines, Limeharbour, Docklands, London E14 9TA.

## THE TIMES

Needs young smart energetic  
people to join our busy  
classified advertising  
telesales team.

Could you handle over 50 telephone  
sales calls a day?

If your answer is yes, then read on.

★ Excellent salary plus very generous bonuses

★ 6 Weeks holiday.

★ Free BUPA.

★ Subsidised staff restaurant.

★ Excellent pension scheme.

All you need to be is:

★ Intelligent, articulate and numerate

★ Able to type (minimum 35 wpm) and spell.

★ Able to work under pressure.

★ Aged at least 21.

★ Ambitious and tenacious.

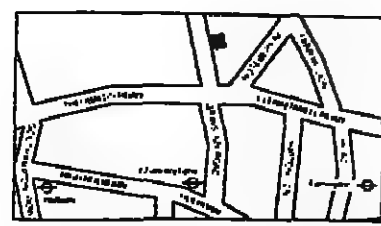
★ Enjoy talking to people and have a sense of humour!

★ Live within a commutable distance of East London

Excellent career prospects exist for the right candidates - full and part-time vacancies available

If you think you would enjoy this exciting challenge drop in and have a chat.

Tuesday 22nd  
November, between 4pm  
and 7.30pm at 214 Grays  
Inn Road WC1



If you can't make it please telephone 01-636 1666

UNIVERSITY OF WARWICK  
WARWICK BUSINESS SCHOOL  
APPLICATIONS  
PROGRAMMER

Information Technology is a major area of growth in the Warwick Business School, in all areas of research, teaching and administrative support. This appointment is to provide general applications and programming support for administrative systems and for research and teaching computing projects.

Applicants should have a qualification in computing or a similar field, or equivalent experience. Knowledge of MS-DOS operating systems and several years experience in applications development would be very desirable. Familiarity with standard business software and programming environments and/or work experience in the context of higher education would be an advantage.

Salary will be on the Administrative, Library and Computing Staff Scale 1 (£8,675-£11,680) or Scale 2 (£11,150-£15,720) depending on qualifications and experience.

Application forms and further details may be obtained from the Personnel Office, University of Warwick, Coventry CV4 7AL (0203 523627) quoting Ref No. 14/8/88/7 (please mark clearly on envelope). Closing date 5 December 1988.

AN EQUAL OPPORTUNITIES EMPLOYER

DRAKE  
PERSONNEL

## FINANCIAL CONTROLLER

£16,000 REG. - Abbey Wood

This is the ideal opportunity to further your financial management experience. Our client is a major retailing company; they need an experienced Manager (P/Qual) to produce monthly accounts, budgets and forecasts with a small team of people on a computerised system. Based in lovely modern premises in SE2 this role offers all the benefits you would expect from a major retail organisation.

Candidates with experience of managing accounts department should write to or call Sue Hines at 01-888 5288.

Drake Personnel Res. Cons. 5 Gifford House, George Street, Croydon.

## TRAINING OFFICER

SEE RETAIL OPERATIONS

Salary £16,000 p.a.

Age 25-35

Sign a 3 year contract as a leading retail store expansion in the following areas:

To train sales staff:

- 1) Selling techniques
- 2) Product knowledge
- 3) Customer service
- 4) Visual presentation
- 5) Loss prevention
- 6) Staff discipline

Other responsibilities include: leading groups on all sales and providing discipline for P.K. purposes.

Relevant command of one or two Asian languages is essential.

Apply in writing to the Personnel Dept, Mobile Wills Warehouse St Lukes Rd, Old Windsor SLA 2PT.

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OTE £22,000 + BMW AFTER TRAINING

If you are currently working for a Recruitment Agency, but feel that your talents are not being fully appreciated, Xpert Recruitment want to hear from you.

Xpert are one of the country's leading Recruitment Agencies, with branches throughout the south. We are currently seeking ambitious individuals to join us in our London branches. In return for hard work and commitment, we can guarantee the right rewards and incentives, and fast progression into management.

For further information, call Trevor Heathfield TODAY on 0273 207261 and tell him why you are the right person for the job.

If you are unable to phone, please send your CV marked "Private and Confidential" to Trevor Heathfield at 201 Victoria Street, London.

UK SALES  
MANAGER

Automotive Industry

Langley, Berkshire

Negotiable Salary + Car



REHAU Limited is one of Europe's leading polymer processors supplying a wide range of products to the replacement window, furniture, white goods and automotive industries. Currently we are one of the largest suppliers of plastic extruded parts to the UK based automotive industry.

Close contacts are already well established and we now need the need for a professional Sales Manager to both consolidate existing business and establish new potential sales growth. This will entail considerable contact with designers and buyers in the automotive industry in order to understand their requirements, to ensure that current and future products meet their needs.

Degree or equivalent level in engineering and a knowledge of the automotive industry would be desirable. Currently you will be a Field Sales Manager or key account executive with success as a sales negotiator and possess a strong personality and a desire to succeed in a rapidly expanding sales environment. As there may be some contact with our headquarters in Germany a working knowledge of German could be useful.

Our salary and benefits package will match the experience we seek. Development within an expanding international company will be assured through success.

Please send a full CV including current salary to: Personnel Manager, REHAU Ltd, Unit 1, Perth Trading Estate, Perth Avenue, Slough, Berkshire SL1 4XZ.

CONFERENCE  
REGISTRAR  
£10-13,000

We are looking for an experienced Registrar with a proven record of efficiency in an academic office or registry. The successful candidate will be 26+, resourceful, quick thinking and methodical. Opportunity for promotion exists in a positive and aware environment. Based in Shepherd's Bush and reporting directly to the MD you will be involved day-to-day in the growth of a company expanding rapidly to meet the training needs of the legal profession. The pace will be demanding and we expect a high standard of work. Please write in confidence to the Managing Director:

CADMUS  
LAW CONFERENCE

10 Buxley House, London W4 4PL

Telephone: 01-742 2109. Fax: 01-995 9232.

WESTERN GEOPHYSICAL  
COMPANY OF AMERICA

currently has vacancies for data analysts within the NAVIGATION DATA PROCESSING DEPARTMENT. This department is responsible for the computation and mapping of survey positioning data acquired during marine seismic surveys.

Applicants must be numerate and have a degree in one of the applied sciences. Benefits will include optional life assurance/pension scheme, non-contributory BUPA membership and free membership of the company sports and social club.

For an application form telephone or write to:

Karen Rose,  
Personnel Department,  
WESTERN GEOPHYSICAL COMPANY OF AMERICA,

455, London Road,

Leamworth, Leicestershire, TW7 5AB.

Telephone: 01-560-3160



Western Geophysical  
International Corporation  
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WE ARE LOOKING FOR 6  
EXCITING PERSONABLE  
MEN OR WOMEN  
DISTRIBUTORS

SUCCESSFUL APPLICANTS WILL ENJOY

• Excellent and high income

• Travel and expenses

• Annual overseas conventions (Florida Jan '89)

• Customer enquiries and exhibition work

• A "The Converter" product

We will give you:

Full product knowledge and sales training.

The testing of a 40 year old world-wide success story.

Three months profit related remuneration package, with no investment.

Immediate offers to have your own business after three months (with no product).

Further opportunities to improve your business and make your life out.

If you are 24 years + and you are looking for something different and exciting we have a remuneration package that will make your life out.

In the first instance telephone Tony Elliott on

0293 784414

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## SPORTS LETTERS

## Problems of membership scheme

From Mr John Davies

Sir, Your leading article (Sports Checkpoint, November 10) claims that the members-only scheme for football matches, as outlined by the Minister for Sport, is a "sad but inevitable consequence of bad behaviour."

This opinion is an insult to the enormous majority of the 52 million people who have attended Football League matches in the three seasons since the Hysel Stadium disaster in May 1985.

Figures show that on average only three people per 10,000 have been ejected from English League football since the disaster.

Thus the new legislation, if and when it passes into the statute books, will deal with problems caused by 0.03 per cent of the footballing public, to the enormous inconvenience of the other 99.97 per cent.

The "bad behaviour" to which you refer is not a characteristic of the vast majority of football supporters. It is appalling that you should choose, with the Government, to tar us all with one brush.

In common with every respectable football supporter I wholeheartedly support every positive move by Government and authorities to rid our national sport of the unwanted blight of hooliganism.

But a full membership scheme is not a positive move. It is wholly inappropriate and, more disturbingly, it is a clear affront to the civil liberties of every person wishing to attend football matches in future years.

Yours sincerely,  
JOHN DAVIES  
31 Mount Pleasant,  
Waterloo,  
Liverpool L2 2V.

From Mr S. V. Benjamin  
Sir, I was interested to see King Olav of Norway at Upton Park last Saturday for the match between West Ham and Nottingham Forest. Also, as I made my way into the ground, it was pleasing to see a large party of schoolchildren with their parents or teachers, queuing on the main forecourt.

Although King Olav will probably always be able to secure tickets for the directors' box of any club in the country, I am sure that the Minister for Sport has any concern for the less influential, but nevertheless interested, casual supporter.

Children as those at West Ham are the fans of tomorrow and, as such, are the game's future. Had the proposed identity card scheme been in force, they would have been unable to attend. Indeed, how many of us have enjoyed taking a friend or relative to a match, or possibly a visitor from abroad, to experience English football?

It appears that the Government's current attempt to show the world that the inadequacies of football police forces and football authorities will not be repeated in England is likely only to restrict the number of supporters able to visit League grounds for live football. As any schoolboy, the rights (or, to be found) do not occur at the grounds but at the stations or in the town centres.

Yours faithfully,  
S. V. BENJAMIN  
27 Islington Park Street, N1.

From Mr Marc Proctor  
Sir, At the Arsenal v Liverpool cup match on November 10, it became clear to me that the scheme in its current form would be unworkable for many clubs. There was an attendance of 54,000 with 6,000 locked out, with the majority of people queuing for an hour before kick-off. The scenes at the turnstiles were chaotic, which I am sure the police were having trouble controlling because there were too many

people trying to get in the ground in a short space of time.

Membership cards might work for small clubs like Luton Town who have a small following and do not have to rely on casual supporters who can get to London in a quicker time than it would take to get to the ground.

Whatever the Government may say, these cards will not work for the larger clubs unless they provide financial assistance to the clubs to provide better crowd control and to install more turnstiles. If this does not occur I fear that we could have another Hysel on our hands.

Running the Government outside the grounds as a result of this ill-conceived idea.

I challenge David Evans and Luton supporters to go to a game half an hour before kick off, where a crowd of 40,000 people are expected to arrive in the time it takes them to get to the stadium, who might then decide to watch the next football match.

Because the stadium company would seek to increase gate-money, extra promotions would be devised by them to draw more people into the ground on a Saturday afternoon.

The football club attitude of buying better players in order to win matches and draw bigger crowds does nothing for the sport as it merely pulls the crowd away from a nearby club.

Promotion of one club to the first division is relegation for another club. Football total attendance is unchanged.

The responsibility of a football club is to promote and improve the game.

The responsibility of the stadium company is to promote the facility and control the crowds (without using the police).

The current mixture of responsibilities cannot produce a solution that will be accepted voluntarily by the parties concerned.

Yours faithfully,  
P. TATHAM,  
Vine Cottage,  
Paley Street,  
Maidenhead,  
Berkshire.

From Mr A. Manders  
Sir, Surely a satisfactory compromise which would not deter the occasional spectator is to require identity cards for entry to the terraces, but not for the seated accommodation - which is where the family and occupants of private boxes would most likely sit anyway.

Yours faithfully,  
ALFRED MANDERS,  
Laurel House,  
Evesham Street,  
Alcester,  
Warwickshire.

From Mr P. Tatham  
Sir, In the debate on football identity cards I am astounded

that there has been so little fresh thought given to the structure and organization of spectator facilities.

The ultimate accountability for crowd control does not seem to be readily accepted by anybody except the police, and proposed new technologies to control crowds are unpopular to the clubs because they restrict entry to the ground at a time when they wish to encourage entry.

Surely the business of running a stadium should be entirely separate from the running of a football club. The stadium should be operated by a separate organization or company with the power to market the facility for other events. This would raise the revenue to the stadiums to bring the modernization that they so desperately require.

But, more importantly, would bring new young people into the stadium, who might then decide to watch the next football match.

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## Government should stay out

From Mr James Platt

Sir, John Goodbody wrote (November 1) that "many people would like to see the whole organization [of sport] disbanded and brought directly under the Government."

I have been in senior sport for over 40 years, have managed one of the largest community sports complexes, edited a sports journal, chaired the Centre for International Sports Studies, and still play seven sports regularly. But I've never heard anyone say they'd like the Government to run sport.

My experience persuades me that such a move would be counter-productive, lead to much greater expenses, more bureaucratic procedures, longer delays, even more syncretistic and ideological, and more authoritarian attitudes among the new branch of civil servants. I see little hope of their ambitious and excellent ministerial desire to do all.

His priority now should be to resolve the absurd and fractious quarrelling between the Sports Council and the CCPR. He

could do this with a nice piece of administrative legerdemain: re-draw the constitution of the CCPR and make it once again the proper representative forum for the sports bodies, with appropriate constraints on its decade-long desire to do all things to all sports folk and on its current involvement with projects and campaigns. British sport needs a national forum.

The Sports Council, in or out of the Civil Service, will not and cannot be that. The CCPR, in a suitable frame of statutes, could be and should be.

Not and should be. His other priority should be to find out why the BQA is the best-run sports organization in Britain, and encourage the Council, his own civil servants, and the CCPR, to study this model. If he finds it has something to do with its style as well as its structure, so much the better for all our sporting prospects.

Yours faithfully,  
JAMES PLATT,  
3 Mayflower Way,  
Farnham Common,  
Buckinghamshire.

committed to the maintenance of good community relations.

Perhaps more important than these omissions from the letter is the suggestion made by your correspondents that planning consent has been granted for an application which had it been submitted by any other applicant, would have been rejected. This is untrue and inaccurate. A number of your correspondents were in attendance at the planning committee meeting when it was accepted by all present that the application was valid in planning terms and consistent with the Local Plan.

The proposed developments will bring much needed facilities to many people of all ages, pursuing a wide range of sports and improving the quality and quantity of activity.

Yours faithfully,  
SERGE LOURIE,  
Chairman, Community Services Committee,  
London Borough of Richmond upon Thames,  
Richmond Road,  
Twickenham, Middlesex.

interests displayed in the course of conversation, to the point where many consider it to be at its best when there is no play.

A possible theory for a change to the programme is the emergence of telephone numbers one can dial (at 38p per minute) to obtain the latest score, and ball-commentary, the worst feature of the programme.

The pledge that the programme will be unimpaired in 1989 was welcome, but that joy is tempered by what is promised for 1990 and beyond. Confirming Radio 3 will be covering all aspects of the programme.

There may be a few occasions when there may be a clash, the loser presumably to be cricket. We are also asked to accept that this will not affect the character and style of the programme.

Perhaps we can be enlightened as to how coverage of tennis, horse racing, swimming, golf et al. not to mention the World Cup (due in 1990), can still be covered, and not materially affecting ball-by-ball coverage of Test matches and cup finals. Are the BBC to arrange for these other events to take place in the tea interval?

Perhaps a clue can be found in the present coverage of county cricket on BBC Radio, which often the frenzied commentator barely has time to give the score, before the listener is whisked off to another venue.

The most attraction of Test Match Special is that it is more than just a commentary on the day's play. Many listeners have only a passing interest in cricket, but enjoy the wide range of

Yours faithfully,  
K. S. ALLEN  
28 Elmor Avenue,  
Sidcup, Kent.

From Mr William House  
Sir, I was very sorry to read (November 8) that hardly any schools in Leicestershire have taken up Jonathan Agnew's offer of free coaching. Here in The Netherlands we are very keen on cricket. We don't play at school but there are a lot of clubs who organise a full season for boys of nine and over.

Last summer Agnew and his Leicestershire team-mates were at The Hague Cricket Club for a few days and I was lucky enough to meet someone from expert coaching.

Yours sincerely,  
WILLIAM HOUSE (aged 12),  
Franklands 95,  
Den Haag, Netherlands.

Yours faithfully,  
R. STOREY,  
34 Elm Close,  
Wickford,  
Essex,  
Cambridgeshire.

Sports Letters may be sent by fax to 01-782 5046

## Navratilova enlists the services of new coach

New York (Reuter) - Martina Navratilova announced she was changing coaches for the sixth time in two years but insisted that her disappointing 1988 season had no bearing on the decision to part company with Tim Gullikson.

"The change has nothing to do with how we're getting along - which is great - or with my results, and it has everything to do with Tim's family," Navratilova said.

Navratilova, who struggled past Larisa Savchenko, of the Soviet Union, in the first round of the Virginia Slims championship here, said Craig Kardon, a professional from Dallas, would be her coach in 1989.

This was the first year since 1981 that Navratilova, aged 32, failed to win a single Grand Slam title, losing ground to Steffi Graf in the battle for the No. 1 ranking.

Gullikson, who has worked with Navratilova since January, said he travelled with Navratilova for 40 weeks this year and that had been difficult for his wife and two children.

Savchenko, ranked No. 17 in the world, a replacement for the American player, Stephanie Rehe, who withdrew with an ankle injury, his blistering backhand for repeated winners and appeared to be reading Navratilova's serve throughout the first set, which

she won 9-7 in the tie-break. Savchenko, who had never won a set from Navratilova in five previous matches, jumped to a 5-1 lead in the tie-break but then made three straight unforced errors. After missing a third set point with a wide forehand, Savchenko won the next two points and clinched the set with a cross-court backhand.

Navratilova, second in the world and seeded No. 2 here, varied her serves in the second and third sets and broke Savchenko twice in each set to close out the victory.

Savchenko, aged 22, once again came close to upsetting top player Graf in the final set. She led Graf 3-1 in the final set of the Olympic Games in Seoul before losing the last five games.

Navratilova, who defeated Helen Kelesi, of Canada, to set up a second-round match against Graf, the No. 1 seed. Zvereva was troubled by an inconsistent backhand throughout the match but outplayed the Canadian in the final set of the baseline duel.

The seventh seed, Manuela Maleeva, of Bulgaria, had a surprisingly easy time against Lori McNeil, of the United States, clinching victory in just 48 minutes.

McNeil, ranked No. 13 in the world, won just eight points in the second set against Maleeva. "This was the worst, but I can't explain it," McNeil said.

McNeil rushed the net in the first set and stayed on the baseline in the second, but neither strategy worked. When McNeil came to the net, the Bulgarian passed her with pinpoint groundstrokes. When McNeil stayed back, she usually lost the point on an unforced error.

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